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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL CVII.

NEW YORK, APRIL 11, 1925

No. 15

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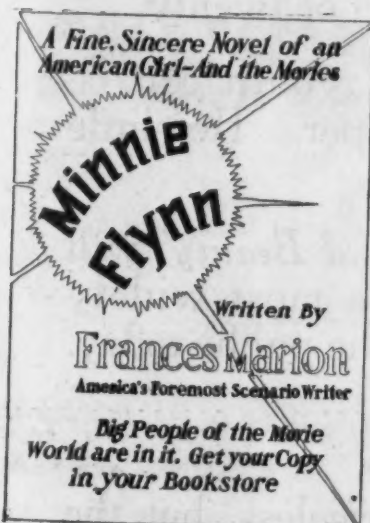
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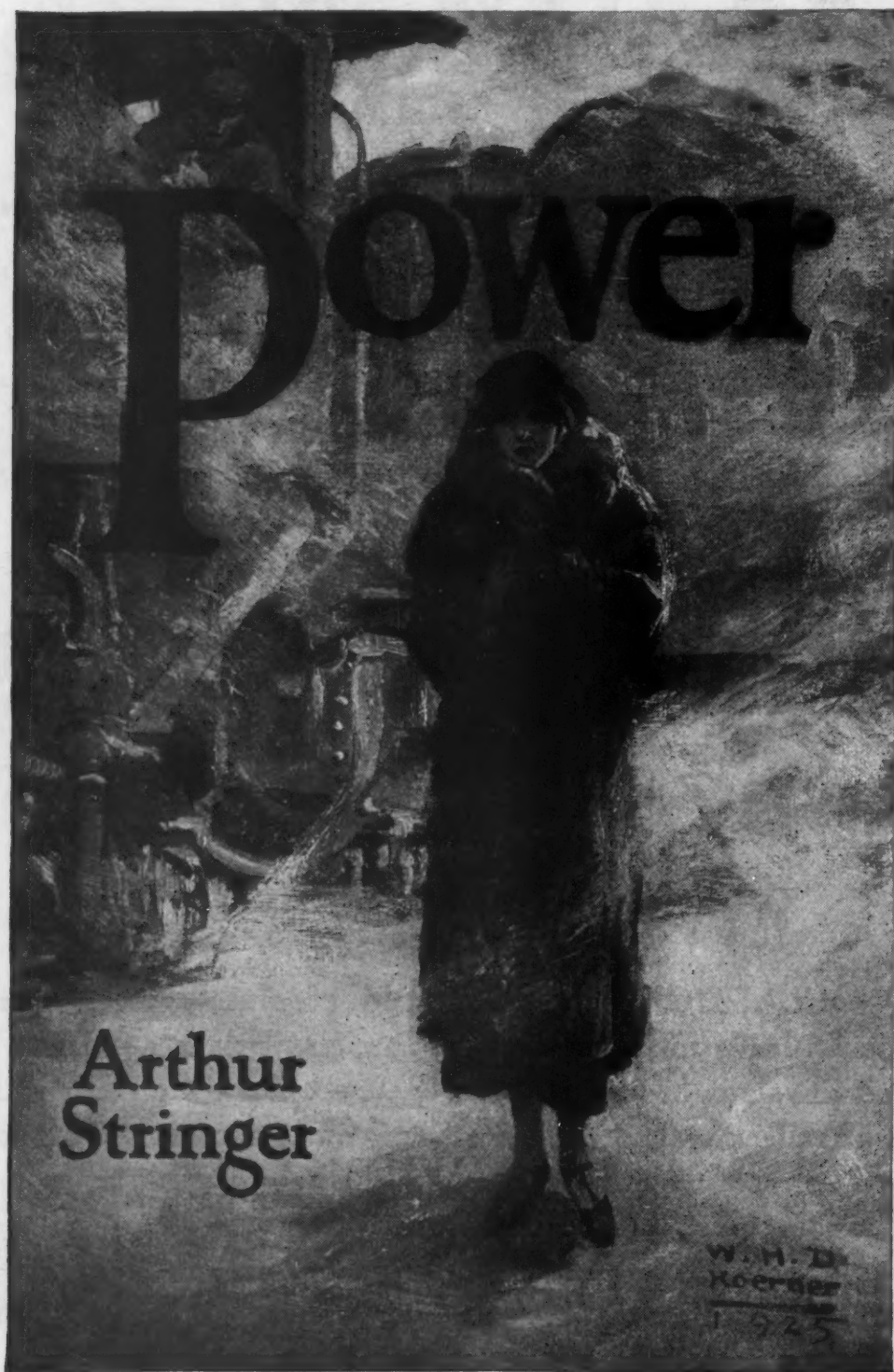
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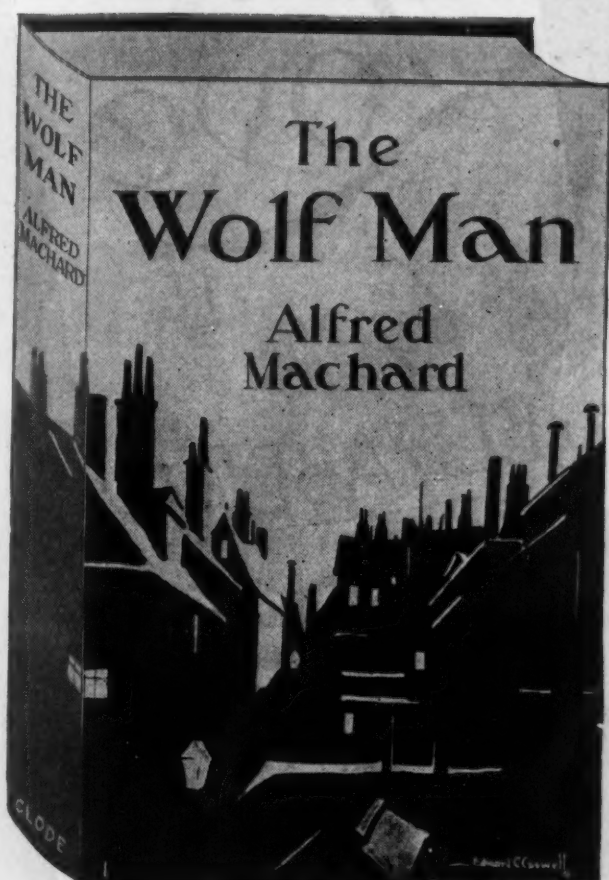
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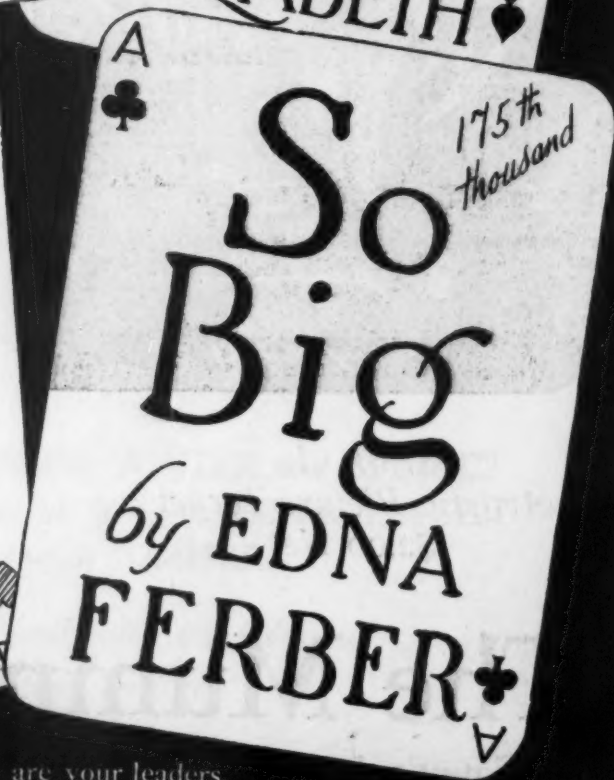
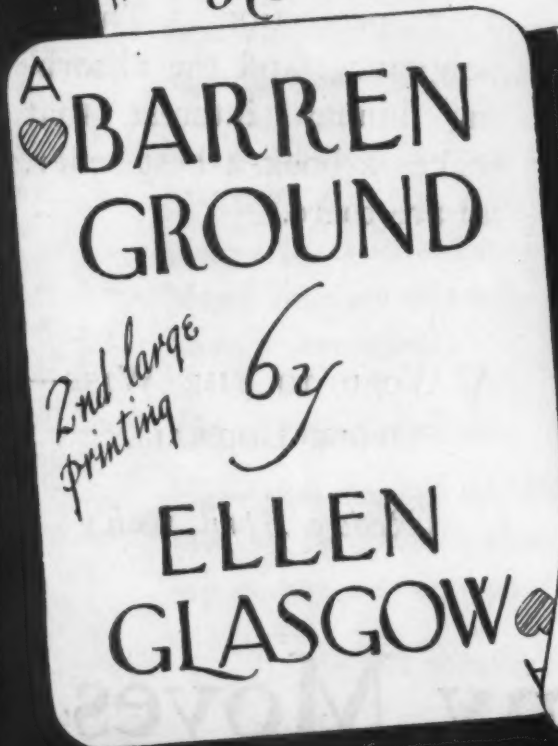
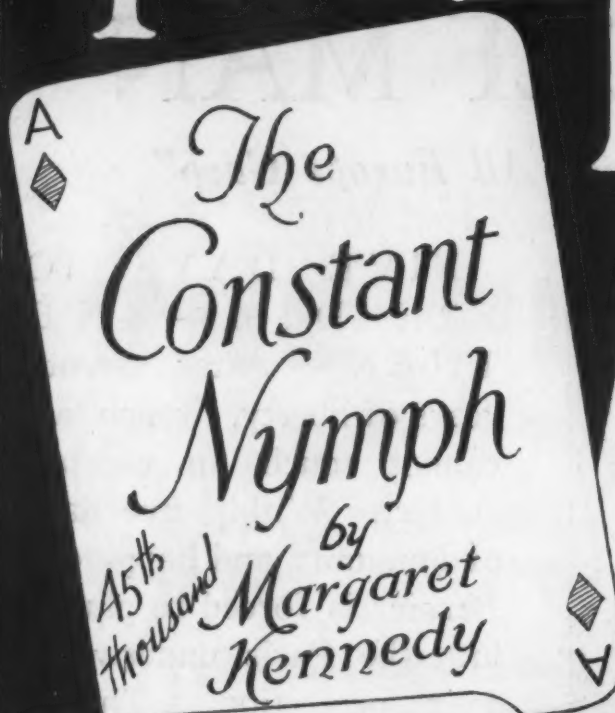
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THE AMERICAN BOOK-TRADE JOURNAL

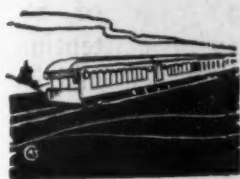
NEW YORK, APRIL 11, 1925

Getting Books Before the Traveling Public

How Fred Harvey is Developing the "Take Along a Book" Idea

By Dorothy H. Knight

Editor of "The Books of the Month"



IMAGINE a book-selling project that extends to almost a hundred branches and caters to the desires of countless thousands of American tourists each year! That, in short, is the scope of the Fred Harvey system of book distribution which extends from Chicago to the Pacific Coast and from Kansas City to the Gulf of Mexico along the route of the Santa Fé Railroad. Its plan of selling books at railway newsstands and thru train newsagents has developed into an unusually interesting means of getting books before the prospective reader.

In days gone by, bookselling to the traveling public almost invariably meant the distribution of cheap, trashy literature of the paper-backed variety. In nine cases out of ten it meant selling a book that the traveler didn't want—just something a little longer than a magazine, a little more entertaining than the average newspaper—something which would divert the traveler's mind

and help to while away the time until his destination was reached.

The Fred Harvey idea of selling books is built upon an entirely different theory. Realizing that the traveler is, for the time being, a person of leisure, that undoubtedly there are certain books that heretofore he has heard talked about and rather wanted to read, but up to now has never had the time for, the Harvey idea is to bring these books to his immediate attention, and, by having available an attractive

choice, to make it a natural process for the idle traveler to read the books he has wanted to read.

Starting some forty years ago in a small way, with the thought of getting the best as well as the most popular fiction of the day before the reader who is traveling, Fred Harvey has continued to develop and enlarge upon

NO one who attended the Booksellers' Convention last May can forget John Haynes Holmes' praise of the Fred Harvey Bookshop in Kansas City. But there must be many who have no conception of the extent of the Fred Harvey system of book distribution and who think of his name in connection with restaurant service along the Santa Fé Railroad, but never in relation to book service to the traveling public in our West and Southwest.

this central idea until now the most notable evidence of the soundness of that idea is found in The Book Shop in the Union Station at Kansas City. It is a shop which at once attracts the attention of the hurrying traveler, entices him to stop

and causes him to linger when he discovers that the second book is even more inviting than that first hurried glance. For not only does this railway station bookshop carry first-class fiction, but it displays in a conspicuous place worth-while volumes of a more serious and lasting interest.

Modern and up-to-date in every detail, this is the first "bookstore," in the literal sense of the word, to be established by Fred Harvey, and the greatest single dispenser of books in the whole Harvey system. Started some ten or twelve years ago, it has grown in influence and prestige until now it is known to travelers from the Atlantic to the Pacific, and is held in esteem not only by the nomadic book-buyer, but by the community as a whole who regard the Union Station Book Shop as one of the things to be justly proud of in Kansas City.

May I introduce you to the shop as it is seen by the traveler just arriving in the Union Station? Opening directly from the main waiting room, the bookshop occupies a strategic position at a pivotal point in the station where the great bulk of traffic ebbs and flows. One entrance looks towards the lobby directly opposite the ticket window, the other opens into the passageway leading to the main waiting room and can be seen from the whole area. On either side of its broad entrances are display cases which by their very distinctive method of lighting beckon the traveler to come nearer and see for himself. These display cases, built from the floor up to a height of five or six feet, consist of several shelves which display books of current interest and importance, certain to suit the tastes of almost every

person who desires to take along a book. Above each shelf is a narrow strip of opaque glass, lighted from behind by concealed bulbs, which illuminate white letters against a black-painted background; these advertise leading titles of the day which the traveler may wish to read, call attention to "Our Six Best Sellers" and suggest

that here also may be found Biography, History, Essays, etc., etc.

Such a scheme might well be used in connection with the display advertising of any bookstore, since it furnishes a very unique and practical way of attracting attention to the shop and its contents. In this particular instance the illuminated letters may be read from the other side of the statoin, and tho bright enough to feature books and titles across a large room, are not so dazzling as to make it uncomfortable to ap-

proach and consider the volumes themselves at close range.

Within the shop itself books are arranged on open shelves and on tables running thru the center. In addition to books, current magazines and papers are displayed on two special counters, and a cigar stand caters to the man visitor. A bulletin board, occupying a conspicuous position on a back wall, calls attention to some books of recognized popularity and to new books which are likely to arouse general interest. This sign board of black felt with lettering in white celluloid is changed frequently to keep pace with the constantly shifting interests of the book-buying public. The practicality of such a scheme for advertising individual titles in the bookshop should appeal to other retailers who haven't yet

Our six best selling books

【 For March 】

Arrowsmith
—Lewis

The Carolinian
—Sabatini

Father Abraham
—Bacheller

The Thundering Herd
—Grey

Secret Gold
—Williamson

The Inevitable Millionaires
—Oppenheim

Fred Harvey



THE UNION STATION BOOKSHOP IN KANSAS CITY SHOWING THE MAIN ENTRANCE, WITH DISPLAY CASES ON BOTH SIDES, FEATURING THE LATEST TITLES IN BOTH FICTION AND NON-FICTION



THE FRED HARVEY STAND AT ALBUQUERQUE, NEW MEXICO, TYPICAL OF MANY ALONG THE SANTA FÉ ROUTE

hit upon a generally effective bulletin method of attracting the potential buyer's interest to their wares.

The books stocked embrace the whole range of fiction with the outstandingly good selections occupying a far more conspicuous position than the books of more trivial concern. There are novels for all

tastes and we find plenty of western and mystery thrillers for the man reader rubbing corners with more romantic tales for his wife and sister. Fred Harvey attempts to serve the needs of the traveler, not by leading him to books that the store wishes to sell, but by making available any book or books that have been "sold" to him by

previous advertising in other places but have as yet not been purchased because time and occasion have not met so advantageously heretofore. Realizing that he who rides not only *may* but *does* read, Fred Harvey brings books to meet an opportune occasion. What is noticable and is to be marveled at is the number of non-fiction titles of really serious worth displayed along with the popular literature. According to Mr. Greenwald, manager of the shop, the number of these volumes sold from day to day is an eye opener as regards the reading taste of the traveling public. Certainly it's an encouraging sign for the book business to learn that many a traveler who takes along a book will pay \$5, \$10, or even \$20 for a particular volume that he wants just as readily as he'll give \$1.75, \$2, or \$2.50 for one of lighter and less lasting merit.

This idea of selling the best as well as the most popular literature has been one of the features of the Harvey system from the very beginning, but in the early days it was applied only to the field of fiction. With the coming of the war, however, it was appreciated that the reading public desired non-fiction as well, and, immediately thereafter, Fred Harvey began to stock serious, specialized literature, anticipating thereby the reading interests of his clientele which has proved by its continued purchase of such volumes that "snappy tales" aren't necessarily to be associated with "sliding rails."

Nowhere in the Harvey system is an attempt made to force a book or specific type of book on the public; rather is it its aim to call attention to a variety of literature and then leave it to the customer to choose whether he prefers this type or that.

Whenever the Harvey stands have tried to sell specific titles for which a general demand has not yet been created or have tried to promote increased sales of special types of books, such as children's books during Children's Book Week, or selected guides to nature as aids to the out-of-doors, such efforts have not been noticeably effective. From another angle this also goes to show that the traveling book-buyer, like every other buyer, "wants what he wants when he wants it"—that he'll take that and nothing but that, provided he can get it and that it is the duty and the

privilege of the bookseller to supply him with it. The traveler can be encouraged to buy books to read as he rides—but he cannot be forced by large displays to buy something that he knows not of.

It is this conception of bookselling which the Harvey system has sought to develop.

Along the routes of their activity no attempt has been made to reach the potential readers of local communities. All the emphasis is placed on the traveling book reader and buyer. Many of the station shops or stands, however, are situated in very small communities where there are no other bookstores. In such cases, naturally, the Harvey stands quite involuntarily play the dual rôle of catering to the traveler and of serving community needs.

In Kansas City, the Union Station Book Shop has acquired local prestige to such an extent that there community bookselling has grown to be an important phase of the business. To further its development a customers' mailing list has been built up by this shop and a book information service is carried on thru the distribution of a monthly catalog of books and the seasonal distribution of a Christmas book list. The Book Shop maintains a free delivery service in Kansas City and delivers books on telegraphic order to passengers passing thru.

Briefly, in summary, the Harvey policy of book distribution consists in:

I. A belief in the average reader's love of *good* books, as well as his interest in those of passing popularity.

II. A successful endeavor to put these books within easy access of the buyer.

III. An effort to carry a representative stock of books, appealing to all types of readers, but featuring the worth-while titles of more than momentary interest for which a demand has already been created.

IV. An appeal to the customer at hand rather than to the potential buyer in the distance.

V. A service where good will, prompt, courteous attention, and a desire to serve each and every customer as he comes, count for everything.

Thus have the Fred Harvey stands grown and thus do they prosper, until now the latest development in their book service is a Chicago shop, similar in character to the Kansas City store, to be opened soon in the new Union Station there.

Books About Dogs

By Walter A. Dyer

Author of "Many Dogs There Be" (Century), etc.

I HAVE been amusing myself with a little speculation about dog books. Every season sees the publication of more of them—long fiction, short stories, anthologies, essays, technical books. Booksellers tell me that they are popular, that a good dog book may always be counted on for a certain sale. Yet this popularity appears to have rather definite limits. I do not recall any dog book which ever achieved the ultimate rank of best seller, though I understand that Albert Payson Terhune's "Lad" approached it. I think no dog book ever will achieve that distinction.

There are two reasons for this. One is that dog books are read chiefly by people who are fond of dogs, and not everyone likes a dog. I should say, off-hand, that two people out of five are whole-heartedly fond of dogs. Number three likes dogs when they are not too troublesome; number four tolerates them; number five dislikes or constitutionally fears them. No amount of advertising or of literary skill will, I suspect, ever alter this ratio.

A more important reason, however, lies in limitations of the subject itself as a literary theme. The effectiveness of a dog story is limited to a single appeal. You may vary the details, you may endeavor to introduce other interests, but you cannot successfully get far away from the central theme of the human-canine attachment.

This theme, I suspect, is not sufficiently compelling to serve as the basis of fiction of universal power. Great fiction—great both intrinsically and in the size of the captured audience—must deal with the

fundamental human emotions, such as love, loyalty, revenge, despair. A dog may feel these emotions, but in a dog-like way. We may observe them with admiration or sympathy, but we cannot share them as we share those of human characters. The only thing we can genuinely share in a dog story is the love of a man or a woman or a child for a dog, and that is, it must be confessed, not one of the fundamental, universal human emotions.



Having thus stated the case against the literature of the dog, let me hasten to add that there are, nevertheless, dog classics in our language. I have had occasion to compile a bibliography of them, as the result of a poll which I once took among acquaintances of mine who have been wide readers of

dog stories. I can furnish this on request. I will merely cite such well-known tales as "A Dog of Flanders" by Ouida, "Greyfriars Bobby" by Eleanor Atkinson, "Bob, Son of Battle" by Alfred Ollivant, and "The Call of the Wild" by Jack London. There are others, of course, which may surpass these in the esteem of individual enthusiasts. For such books, I am given to understand, there is a continuous demand. They live while many a contemporary novel has died.

There is still a chance for a great dog story, if not for a best seller. But it will need a great novelist to write it—one with the sensitiveness of a Maeterlinck or a Barrie, the force and insight of a Kipling, the dramatic power of a Hardy, the narrative invention of a—well, choose your own. It is doubtful if a novelist of such capacities would ever condescend to dogs.

Our contemporary dog stories suffer from the fact that they are being written largely by magazine fictioneers and not by literary artists. There are exceptions of course. John Taintor Foote, Albert Payson Terhune, Hal Evarts, R. G. Kirk, Ben Ames Williams, and others have written first-class dog stories, but they are writing too many and too fast. There is a steady demand for their stories among magazine editors, and they are meeting the demand. And meeting the editorial demand inevitably means a flood of second-rate stories. Eventually they get into books which the public buys, and the public gets the impression that all dog fiction is second-rate or worse.

In running over in my mind the books of dog fiction which have appeared within the past year or two, I regret to say that I do not find very many which are likely to raise the standard, and yet several of them have their special appeal. I will mention only those which I have actually read, about two-thirds of those published.

Albert Payson Terhune has won a sure and faithful following. He writes almost always of collies, a subject which he knows thoroly. And he is usually able to spin a good yarn. His "Treve" (Doran) possesses plenty of dramatic interest and good collie lore, tho I doubt if it will rival "Lad" in popularity. "The Heart of a Dog" (Doran) is a collection of some of his best short tales in the form of a hand-

somely illustrated gift book.

"Six Breeds" by R. G. Kirk (Knopf) contains some first-class stories and some not so good. To my mind, Kirk makes his stories too long and too much involved.

"The Good Dog Book" (Houghton) is a worth-while collection of some of the shorter classics, including Dr. Brown's "Rab and His Friends," John Muir's incomparable "Stikeen," Ian Hay's "Scally," and others.

In "Jeremy and Hamlet" (Doran) Hugh Walpole has introduced a most engaging dog.

My own recent collection of dog stories, "Many Dogs There Be" (Century), I should prefer to let someone else characterize.

"Cats, Dogs, and I" by Colette Willy (Holt) is a small volume of charming essays and sketches translated from the French, but dealing more with cats than with dogs.

"The Puppy Book" by Robert S. Lemon (Doubleday) I am recommending to everyone who has a puppy to raise.

Personally, I never fail to send for any dog book that is brought to my attention. I know the chances are two to one that I will be disappointed, but hope springs eternal, and I suppose most dog lovers are like me in this. For every now and then we are rewarded with a book as full of charm as, for example, "Sigurd, Our Golden Collie," by Katharine Lee Bates.

Salesmanship

By Ellis W. Meyers

Executive Secretary of the American Booksellers' Association

WITH the acceptance of salesmanship as a profession (at least by the people who sell) we find schools and universities introducing courses covering this subject and schools being formed for the sole purpose of teaching it. Many books have been published and articles appear almost daily, most of them written by persons who have had practical experience, and in this one profession we find more practical teachers and fewer theorists than in any other. Nevertheless there must be

some one theory that can be used as a foundation on which to build.

Salesmen and saleswomen have in the past looked upon themselves and their various successes with a smug satisfaction. Their theory has been, "Salesmen are born; not made" and they were wont to discourage others from entering the field unless they were "particularly adapted to it." Just what qualifications were necessary to be "particularly adapted" to selling were left to the imagination, but the person

interested in making it his life's work was given to understand that there were many and that salesmen were born with them. This would lead anyone to believe that these qualities were peculiar to a certain favored few.

Such is not the case. There is no denying the logic of the theory. Salesmen are born. In fact, every person now selling was, at one time or another, born. The question, however, is "How many people who are born are salesmen, and what course of training is necessary to bring out the best that is in them?"

In the first place, almost everyone, with a very few exceptions, has the necessary qualifications to begin with. From the time they are born, people begin exercising them. As children, we make friends, as we grow older we add more friends to the list. When we meet the "only girl" or man we endeavor to impress him or her with our personality and various good qualities. We look for our first job, and do the same thing, and afterwards, if we are wise, we continue to do it in order to get promotions and increases in salary. And so on thru life. Everyone passes thru most of these stages at one time or another, and there are very few who do not have some small success at least. This success is due to a natural ability to "sell ourselves." The varying degree of the success is due to training, and this is as true of any part of life as it is of the whole. Our "work" is one part of our lives—a big part, and the same things that make our living successful from a social standpoint will go far to doing so in business.

This is particularly true in selling. Most anyone wishing to adopt this profession may feel assured that he is fairly well equipped to begin with. It is necessary to learn the mechanics of the particular field that the student salesman wishes to enter and learn how to apply the natural selling ability to them.

What do your friends like best about you? The same qualities will in all probability please your customers if they are applied in the right way.

We learn for instance that a cheerful manner is necessary. "The voice with the smile wins." Some of us are unfortunate in that we do not smile well. A grinning salesman is likely to vanish from the cus-

tomers' sight like Lewis Carroll's Cheshire Cat, leaving only an annoying grin that might get on the prospective buyer's nerves. In that case it might be well to develop a cheerful, tho unsmiling demeanour.

Make a study of those qualities that please your friends. Make a study of the mechanics of your job. Link them together. And, while you are about it, look over those things which your friends and acquaintances do not like—a too breezy manner, talkativeness, braggadocio. Don't take them to your place of business. If your friends don't care for them, you may rest assured that your customers won't.

A word to the sales managers, shop owners and those who employ salesmen. It is unfair to put a salesman or woman on the floor with no training and no advice. Yet this is being done even today. It is not necessary for the employee to go to a school for training. There is no better place than in your store, but unless you are employing salesmen who have been trained in other stores, you are risking a certain amount of business that may be lost because the employee doesn't handle every situation correctly. Oftentimes young men and women in the stock rooms and shipping departments are asked if they would like to fill a vacancy in the sales department and accept because they feel that it is an order. They sometimes feel that they cannot sell because they are not "born" salespeople, and nobody takes the trouble to explain what selling really is. There is no more loyal employee than the one who is promoted from the ranks. He should not be handicapped. He is not on familiar ground and is apt to make mistakes. These errors worry him (altho they mightn't worry the employer, who expects a certain amount of them from a green employee) and his work, instead of improving, gets worse. These people are usually lost to the firm in a very short while, and then there are two vacancies to fill instead of one. This sort of thing can be avoided. Tell new salesmen what there is to selling. Hold periodical sales classes and give your force some constructive ideas. Place your new salespeople under the guidance of an older hand and instruct him how to handle the newcomer, and *don't forget* to build your sales force, where possible, from the other departments.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

April 11, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

The Silver Anniversary

THE May convention of the booksellers at Chicago is a silver anniversary. Twenty-five years ago, organized endeavor to improve the status of American bookselling began, and the gathering this year takes on a special significance, because it is a time for reviewing this important quarter-century. However far the growth may extend, whatever improvements in bookselling methods and standards may be brought about in the next quarter-century, everyone must feel that all honor should be given to those who started the work when such work was difficult and gave unceasingly of their time and money for a great cause.

In 1900, bookstores were becoming fewer each year; now they are rapidly increasing. Then booksellers were turning their attention to other lines of merchandise; now other merchants are turning their attention to books. Booksellers were advising their sons and friends to keep out of the business; now they are taking their sons into the business with pride and hope. Twenty-five years ago, no one had a hopeful thing to say about bookselling, and today, tho there is still so much to be done, it is one of the most optimistic of industries.

Certainly there is much to be thankful for at the time of this silver anniversary, and booksellers have reason for turning out in numbers to thus place on record their appreciation of what this quarter-century has meant.

25TH ANNIVERSARY

OF

AMERICAN BOOKSELLERS' ASSOCIATION

DRAKE HOTEL, CHICAGO

May 11 to 14

Make your reservations now.

Slogan

"More and Better Bookselling."

Diversions

Trip to the stock yards.

Theatre party by the Chicago publishers.

Trip thru Chicago boulevards.

THE Pennsylvania Railroad has been selected as the official route for delegates to the Chicago Convention from New York City, New England, Philadelphia and the general Middle Atlantic section.

D. J. O'Connell of Funk & Wagnalls Co. has completed the arrangements for the trip and all those who are going on the train with the "crowd" should write him at once for reservations. There will be several cars reserved for the trip, and if the number of delegates warrants it, a section for the exclusive use of the booksellers will be provided. The special train will leave Sunday, May 10th, from the Pennsylvania Station at 4:05 P. M. (eastern standard time) 5:05 P. M. (daylight saving time) and members from Philadelphia will join the party at North Philadelphia.

A special reduced fare of a fare and one-half will be allowed on certificates if 250 or more are turned in at the convention. All delegates going to the convention from any part of the country should, without fail, secure a certificate when purchasing tickets.

The fare rates from New York City are \$32.70 one way train fare: Pullman berths, lower \$9.00, upper \$7.20.



Garden Books

LAST year, Mrs. Francis King, author of "The Little Garden" wrote an article on garden books called "Gardening in Winter." With spring in the air, we can't refrain from quoting a paragraph or two from the article whose wise words about books and gardens are as true this year as last.

"What qualities must the really good garden book have? The garden book must be indispensable. It must contain such sound and simple information that the amateur needs it. It must be written with at least a touch of life, of fire, for otherwise it will give no pleasure in the reading. Its English must be more than merely good; it should be almost inspired because of the rare, the enthralling subject and thus the good garden book becomes possessed of that strange quality we call charm. How it is with others I cannot tell, but in one page of a new book on gardening this quality either flies out to me or its wings stay folded, and there is no charm; and while I would not say that every book on gardening must have charm, I do affirm that this rejoices any reader with a spark of temperament and often stirs him into beneficent gardening activity.

"Lately, while on a journey, I looked up from the pages of a most discerning and beautiful book on gardening and saw that the train had stopped across a busy street of one of the important motor-making cities of the country. I looked out at the rushing people on the street, the multitude of halted cars with engines and occupants panting to get on and I thought to myself, 'What are they after, what do they want? Is any one of these numbers here

below the car-window awake to loveliness, to beauty, to gardening? Some, of course, are; but how few show it. It is all written on the faces—starved minds, discontented and unhappy hearts'—and I felt almost selfish in having before me such a book as I was reading. Mine was the magic carpet to carry me out of the tiresome train into a paradise of color, of fragrance; into that paradise of gardening, not like a painted paradise, into one where all is change, growth, development; into that paradise into which, when the American public shall have come *thru* books it will know one of the most sweet and satisfying of all the happinesses this world can give."

150th Anniversary of the Revolution

ONE hundred and fifty years ago the struggle for American independence was beginning. From now on anniversaries of famous episodes in the struggle will fall in rapid succession over a period of several years. There is bound to be a renewed interest in the reading of American history and the bookstores can do their part in emphasizing events of national or of merely local significance. Histories of the Revolution and of specific phases of the contest will be in demand and will be in demand for displays in the window and on the counter.

SOME DATES

- On April 19th, 1775. The Battles of Concord and Lexington. (Vice-President Dawes will attend the unveiling of a tablet to his ancestor, William Dawes, Jr., who, with Paul Revere, roused the countryside.)
- On May 10th, 1775. The Second Continental Congress at Philadelphia.
- On May 10th, 1775. Ethan Allen surprised Ticonderoga.
- On May 31st, 1775. The Mecklenburg Resolutions at Mecklenburg, North Carolina.
- On June 17th, 1775. The Battle of Bunker Hill (President Coolidge is to speak in Boston at the Boston celebration).
- On July 2nd. Washington took command of the army at Cambridge.

Book Market Tips

"SWEET TIME AND THE BLUE POLICEMAN" by Stark Young will be published next fall instead of the spring as originally announced.

WILLA CATHER, long a disciple of Sarah Orne Jewett, has selected and edited two volumes of Miss Jewett's best stories which are published this month by Houghton.

MEAD SCHAEFFER is at work on illustrations for the famous whaling classic, *"The Cruise of the Cachalot"* by Frank Bullen, which will be published by Dodd, Mead & Company in the fall. This edition is being issued with the consent of D. Appleton & Company, who are Mr. Bullen's authorized publishers in the United States.

MAY LAMBERTON BECKER, editor of *"The Reader's Guide,"* is conducting a book department for *The Pictorial Review*. The series began with the February issue, and will appear every month except July and August. Mrs. Becker will give advice about programs for clubs, and this will be backed by personal service to readers conducted from the *Pictorial Review* office.

BOOKSELLERS INTERESTED in arranging good window displays will do well to enter the contest arranged by G. Howard Watt which was announced in the advertising pages of the *Weekly* a few weeks ago. Prizes totaling \$250.00 are offered for the best window displays featuring the following books: *"North Star"* by Rufus King, to be published March 28 and *"The Police Dog"* by David Brockwell. Any store is eligible to enter that sells books the year around. The contest opened April 2 and closes July 15. The prizes will be awarded from photographs sent in. They should be mailed as early as possible and carefully marked with the name of the store and date of display. Prizes will consist of, first prize, \$150; second prize, \$75; third prize, \$25.

UNDER THE AUSPICES of The Magic Carpet Book Room, Amy Lowell will speak at the Art Center, 65 East 56th Street, at 3.45 o'clock, on April 13th, on her biography of Keats, and will read from her own poetry.

THE MACMILLAN CO. has just ready for American distribution the new book edited by S. C. Roberts entitled *"Anecdotes of the Late Samuel Johnson"* by Mrs. Piozzi. This 12mo volume is a very beautiful example of the best contemporary English book production. Mr. Roberts, who arrived from England recently for an American trip, is a famous Johnson scholar, and is secretary of the Syndics of the University of Cambridge and in charge of the University Press products.

IN RESPONSE TO the demand for a uniform edition of H. G. Wells, Charles Scribner's Sons has published *The Atlantic Edition* in twenty-eight volumes. This has been made possible by arrangement with the various publishers of the writings of Mr. Wells: D. Appleton & Co.; George H. Doran Co.; Duffield & Co.; E. P. Dutton & Co.; Harper & Brothers; Henry Holt & Co.; B. W. Huebsch, Inc.; The Macmillan Co.; G. P. Putnam's Sons; and Charles Scribner's Sons. Mr. Wells has selected the books to be included in this permanent set, and has written a general introduction to the set and special prefaces to each volume. The edition has been limited to one thousand numbered sets for America and six hundred for Great Britain. The first volume in each set has been autographed by Mr. Wells; each volume also contains a photogravure frontispiece portrait of Mr. Wells, a reproduction of a facsimile page of manuscript or a special photograph appropriate to the volume. The text of this new edition is printed from Scotch Roman type, and the margins are unusually wide. The decorative initials are by Edward Edwards. The paper is pure rag, deckle-edge, with the water-mark H. G. W. Mr. Wells has read and revised the text.

The Classification of Books

Seventh Lecture in the Course in Retail Bookselling

CEDRIC CROWELL'S lecture, while announced under the title of classification, also treated a number of subjects unfinished or untouched at former lectures.

Classification is necessary to make the books you have in stock available for yourself, your clerks and customers—available for sale and to help themselves sell. The variety of possible classifications is limited only by your own imagination. Mrs. Becker in her "Reader's Guide Book" gives lists of titles under "Chinese Poetry," "Gypsies," "Book-making," "Life in New York," etc., Amy Lowell's selection at one time for Doubleday, Page and Co., was of "Modern Poets" and Miss Graham in her "Bookman's Manual" has the more often used "Drama," "Poetry," "Travel," etc. Frederic Melcher, after comparing several classifications has worked out the following, which seems comprehensive: 1. Fiction—Current, Standard, Reprint; 2. Poetry; 3. Drama; 4. Essays; 5. Standard Sets; 6. Music; 7. Art—Fine and Applied; 8. Travel; 9. Biography; 10. History; 11. Sociology, Economics and Government; 12. Science and Technology; 13. Business; 14. Dictionaries, Encyclopedias and Useful Handbooks; 15. Sports and Games; 16. Nature and Gardening; 17. Religion and Philosophy; 18. Bibles; 19. Children's Books; 20. Bindings (if any).

"It is well," said Mr. Crowell, "to reserve two or three shelves for imaginative classification. It is impossible to say where these shelves should be located as it is impossible to say where any should be located. That depends on the shop."

There are two kinds of shelving, double and single. The former should be 12 inches deep, more if possible; the latter, 7½ or 8 inches deep, if possible 10 inches. The shelves should be low enough to be in the range of vision, not more than 10, at the outside 12, feet high. The first shelf should be about 32 inches from the floor, with a shelf below for reserve stock. Shelves should be open and stock accessible.

Avoid alcoves. They are tempting for shoplifters. You have enough to do, without peering around corners watching customers.

Tables should be 31 to 32 inches high with the top area to suit the type of books displayed. There should be a shelf below for reserve stock, and the displays on the table should vary often.

"Windows," said Mr. Crowell, "should be colorful and clean, interesting and in touch with current events. They should have a diversity of appeal. It is wise to display books open to some choice passage. Also tie up your window displays with your inside tables." Mention was made of the English habit of placing shelves up against the window, which not only saves floor space but makes the books visible, especially the gaily jacketed ones, half way down the block. Window lighting is most important, so much so that it is wise to consult an electrical engineer as to the best lighting arrangement. The Edison Company, for one, provides this service free of charge.

There are many and varied ways of getting publicity: get newspaper, churches, women's and social clubs, Y. M. C. A. and Y. W. C. A.'s to speak of your opening, place posters on their bulletin boards; distribute catalogs and circulars; get in contact with your local paper, with the owner or editor and convince him that you have something for the town. Have lecturers and readers give programs in the shop; conduct prize contests, especially for young people who will be your best customers ten years from now; display effective posters; tie up with the local lectures, flower shows, etc. The extent of your appeal depends on your bookshop.

Distributing catalogs and circulars is indispensable. It is here, as in many other ways, that your connection with book-trade associations is a great help, having, as they do, prepared circulars which need only the addition of your imprint, yet which, when circularized, appear to be an individual

form of expression. In connection with imprints, it is wise to have a uniform wording of the shop's title and specialties, as well as to use the same kind of type always. The reasons for this are obvious.

In regard to special sales, they are advisable once or twice a year as a means of getting rid of slow-moving stock and damaged, shop-worn books. As a permanent policy they are suicidal. There are two favored ways of conducting a sale, an immediate $\frac{1}{2}$ off or a daily 10% reduction advertised as such. The sale should not run for more than a week, two weeks at the outside. If stock is then left which you find it necessary to get rid of, sell it to a second-hand dealer and suffer the loss, rather than keep it hanging around.

As to the location of the office with its reference tools, it should be the heart of the bookshop in location and theory. There should be a separate room with a separate entrance for receiving and shipping stock. And chairs—there should be at least one chair, many more if possible, where the customer may sit down while looking thru books. They should be allowed to browse as long as they want to, the longer they do so the more books they will discover that they need, and they are much more likely to browse if they can do so comfortably.

A Dickens Museum

THE report comes from London that the Dickens Fellowship has taken possession of the house at 48 Doughty Street for a Dickens museum. As a nucleus, the editor of *The Dickensian* is handing over one of the most important and valuable Dickens collections in existence, consisting of books, pamphlets, pictures, portraits, magazine and newspaper articles and other Dickensiana. This includes the author's reading table which he used for all his public readings in England and America. Standing on the table will be the Dickens bust by Thomas Woolner. One of the balusters from the old White Hart in the borough where Mr. Pickwick first met Sam Weller and a host of other articles connected with the novelist will be on view. The library contains more than 1,200 books and pamphlets, and there is an important collection of autograph letters and rare Dickens portraits.

Will Radio Replace Theaters?

GEORGE BERNARD SHAW, questioned as to his opinion of radio, replied as follows, according to a London dispatch to the *New York Times*. "If I could sit and hear a play from my fireside, I would never enter a theater again," he said. Continuing furthermore he stated, "I shall not prophesy, but I remind our managers that theater-going is very dear, very inconvenient, and horribly stuffy and promiscuous. Unless they can overcome those disadvantages by the overpowering fascination of good plays, acting and theaters that are like enchanted palaces instead of hotel smoking rooms, broadcasting will knock them out."

Best Books of 1924 for Libraries

THE editors of *The Booklist* published by the American Library Association as a buying guide for small libraries, announce that the following books received the largest number of approving votes from their contributing editors.

Non-Fiction

- Shaw. "Saint Joan."
- Maurois. "Ariel."
- Learned. "The American Public Library and the Diffusion of Knowledge."
- Dickinson. "Life and Letters of Emily Dickinson."
- Becker. "A Reader's Guide Book."
- Hornaday. "Tales from Nature's Wonderland."

Fiction

- Ferber. "So Big."
 - Galsworthy. "The White Monkey."
 - Forster. "A Passage to India."
 - Sedgwick. "The Little French Girl."
 - Walpole. "The Old Ladies."
 - Johnston. "The Slave Ship."
 - Byrne. "Blind Raftery."
 - Wharton. "Old New York."
- (Tied for 6th place)

JUVENILE

Non-Fiction

- Colum. "The Island of the Mighty."
- Hillyer. "A Child's History of the World."
- Hodgins. "The Atlantic Treasury of Childhood Stories."

Fiction

- Nordhoff. "The Pearl Lagoon."
- Meigs. "The New Moon."
- Lofting. "Doctor Dolittle's Circus."

New Publishing House

FRANK - MAURICE, INC. has opened business as publishers at 15 West 37th Street, New York City. It has taken over, at the start, many publications previously issued under the imprint of Nicholas L. Brown, including such books as Georg Brandes's "Life of Goethe," De Bekker's "Music and Musicians" and Michael Monahan's "Road to Paris." The firm intends to do general publishing, and the partners in the business are Dr. Frank Rosenblatt and Robert Irving Warslow.

Modified Rules for Federal Trade Commission

RECENT changes in personnel of the Federal Trade Commission were reflected recently in an announcement of modifications of the rules of procedure making a radical change in policy which will remove many of the objections which business interests have entered against the commission.

Before a notice of complaint is issued hereafter, the party complained of will be given opportunity for a private hearing. This will remove the possibility of injury by the printing of charges subsequently declared unfounded.

Another change provides that no cases of alleged unfair practices shall be considered where the alleged violation is a purely private controversy, redressable in the courts. The public must be a party to an injury before a case will be considered.

A third change in rules and policy provides that cases shall be settled by stipulation whenever possible.

The result of these changes will be a heavy reduction in the number of complaints issued by the commission, an increase in the number of conferences between the commission and business interests, and a decrease in the number of "cease and desist" orders issued by the commission, because of settlement of cases by stipulation.

Changes along these lines have been the ambition of many men in the administration for several years, as it has been apparent that the Federal Trade Commission was not functioning as its originators had designed.

Annual Library Meeting

THE 47th annual meeting of the American Library Association will be held in Seattle, July 6-11, at the Olympic Hotel. An attendance of approximately 1000 librarians, library trustees, and others is expected.

The chief topics for consideration at the conference will be: (1) The extension of library service to the sixty million people of the United States who still have none; (2) Adult education work of libraries; (3) Education for librarianship; (4) School libraries. Besides general sessions there will be more than fifty meetings of special groups and affiliated organizations: County librarians, business librarians, catalogers, hospital librarians, law librarians, children's librarians, library trustees, the Bibliographical Society of America, the National Association of State Libraries, etc.

The annual award will be made of the John Newbery Medal for the year's most distinguished contribution to literature for children. The medal was awarded last year, posthumously, to Charles Boardman Hawes for "The Dark Frigate," and in 1922 and 1923 respectively to Hendrik Van Loon for the "Story of Mankind," and to Hugh Lofting for the "Voyages of Dr. Dolittle."

The Future of Broadcasting

THE question of the present and future state of broadcasting is discussed in a volume just issued by the Century Company by "Roxy" and R. F. Yates. The problem of supporting a broadcasting station is still an unsolved question. These writers estimate that it costs \$100,000 a year to support a well-conducted station, and the question of who is going to pay is on every lip. It has not been found practical to collect payments from the owners of receiving instruments, and there are murmurs against the appearance of advertising in the broadcasting. In the present copyright discussion in Washington the broadcasting stations, which are largely commercial, have been using every effort to prevent the composers of music and the authors of books from controlling the use of their material over the radio.

National Music Week

NATIONAL Music Week is to be celebrated this year, May 3-9. The Secretary of the National Music Week Committee, C. M. Tremaine, has written a book which gives an impressive picture of this democratic movement that is helping to create a musical America. The book is the first summing up of the movement which has spread with remarkable rapidity in the first year of its nationalization. The history traces the background of the Music Week idea, the growth of the movement, the method of operation in organization of the National Music Week and its future possibilities as well as the leading features of the local observances and their beneficial results. The Committee is preparing a pamphlet, reproducing extracts from the book to show what the permanent results seem to be of the local celebrations. Last year the Music Week Committee made a list of music books for booksellers to feature during Music Week. The bookseller will probably want to get back of the Week in some such way this year and push the sale of music books.

Evolution Barred in Tennessee

THE teaching of evolution in the Tennessee state institutions of learning is barred under a bill just signed by the Governor. The Governor in a message to the legislature accompanying the signed bill declared evolution "at variance with the teachings of man's creation as related in the Bible."

He pointed out that the bill does not require that any particular theory or interpretation of the Bible regarding man's creation be taught and does no more in fact than provide that the integrity of the Bible "be not negated in the minds of the children."

The Anti-evolution bill provides:

"That it shall be unlawful for any teacher in any of the universities, normal, and all other public schools of the state which are supported in whole or in part by the public schools funds of the state to teach any theory that denies the story of the divine creation of man as taught in the Bible and to teach instead that man has descended from a lower order of animals."

Record of American Book Production, March, 1925*

CLASSIFICATION	New Publications		By Origin				
	New Books	New Editions	Pamphlets	English And other Foreign Authors			Total
				American Authors	American Manufacture	Imported	
Philosophy	23	—	3	25	—	1	26
Religion	63	5	10	66	—	12	78
Sociology	33	5	9	36	3	8	47
Law	15	7	4	25	—	1	26
Education	12	2	3	17	—	—	17
Philology	15	8	—	11	3	9	23
Science	20	1	9	23	—	7	30
Technical Books	19	5	1	20	1	4	25
Medicine	8	3	3	11	—	3	14
Agriculture	6	4	1	10	—	1	11
Domestic Economy ...	9	1	—	10	—	—	10
Business	26	4	3	29	—	4	33
Fine Arts	8	—	—	4	—	4	8
Music	9	2	1	12	—	—	12
Games	11	1	4	16	—	—	16
General Literature ...	34	7	2	32	8	3	43
Poetry-Drama	50	7	55	96	7	9	112
Fiction	101	76	—	116	52	9	177
Juvenile	22	3	—	21	4	—	25
History	28	2	2	25	2	5	32
Geography	24	3	4	26	2	3	31
Biography	53	4	4	31	8	22	61
Miscellaneous	5	—	2	4	—	3	7
	594	150	120	666	90	108	864

* In March, 1924, 643 new books, 81 new editions, 117 pamphlets, a total of 841, were recorded.

London Strike Settled

THE strike in London binderies, which threatened to tie up the whole publishing industry as reported last week, has now been happily settled, and all men are back at work. The trouble started in the plant of the Greycaine Book Manufacturing Company, Ltd., of Highbury, London, the publishers of the sixpenny classics patterned on the 10c. books which J. H. Sears & Company have been manufacturing in this country. The binders were working at one end of the machinery used to manufacture these books at a rate less than the scale being paid to the printers at the other end of the machine. This led to a demand for increased wage and to labor troubles that finally meant the calling out of bindery workers thruout the city. The cable just received does not state on what basis the strike has been settled.

Changes in Price

HENRY HOLT AND COMPANY

Making a Newspaper, by John L. Given, will, in the future sell for \$2.00 instead of \$1.60.

Communications

TO BOOKSELLERS VISITING ENGLAND

THE ASSOCIATED BOOKSELLERS OF GREAT BRITAIN AND IRELAND

Amen Corner, London, E C. 4,

19th February, 1925

To the Editor, *Publishers' Weekly*:

The annual Conference of this Association for the year 1925, will be held in Liverpool from May 22nd to 25th, when booksellers from all parts of the country will be assembled together to discuss problems connected with the trade.

I take this opportunity of inviting any American Booksellers who may be in this country at that time, to communicate with me, so that I may welcome them to the above mentioned conference.

My Association feels that the problems of the American Bookseller are similar to those of the bookseller at home, and that the interchange of views is beneficial to the trade as a whole.

I shall be glad for the courtesy extended to me,

WALTER J. MAGENIS,
Secretary.

THE RETURN OF CHECKS

THE ALCOVE BOOK SHOP

San Diego, Cal.

March 11, 1925.

Editor, *Publishers' Weekly*:

May we suggest an editorial on the return of checks?

On Jan. 13 the Borough Hall Book Shoppe offered us an 1899 copy of Science and Health. We sent our check for this on Jan. 28, and have heard nothing, altho we wrote again on Feb. 19. Up to March 1 the check had not come thru our bank, and it is probable that Mr. Oringer doesn't intend to cash it. But at any time it might be deposited.

This is by no means a solitary instance. In general these books are ordered by customers, and we are left in the awkward position of being unable to tell them anything definite.

ARTHUR H. GRANT.

Harry Meyer Goes With Doran

HARRY V. MEYER, one of the best known figures in the field of religious book-selling, joined the George H. Doran Company the first of April, and will be in charge of sales and promotion of the religious book department, a position left open by the death a month ago of Charles M. Roe. Mr. Meyer was one time head of the bookshop of the American Baptist Publication Society at Ashburton Place, Boston, and afterwards was general manager of the Philadelphia office of this same organization. Three years ago, he left the book business but has not lost his connection with the field and now has an unusual opportunity to make use of his long experience by the opening up of this important position at Doran's. The editorial responsibilities of this department will be taken over by W. H. Leech, who has been editing *Church Management*.

Business Notes

JOLIET, ILLINOIS.—The P. F. Volland Co. has moved from 58 E. Washington Street, Chicago, to Joliet, Illinois.

KANSAS CITY, MO.—Johnson's Book Shop has moved from 306 E. 10th Street to 416 E. 9th Street.

KANSAS CITY.—The Doubleday, Page Book Shop Co. has renewed the lease of the Doubleday Page Book Shop in Kansas City (920 Grand Avenue) for a term of years.

NEW YORK CITY.—The Aldine Book Company has moved to new quarters at 227 W. 17th Street.

NEW YORK CITY.—The Ronald Press moves on April 1st to 15 East 26th Street.

NEW YORK CITY.—Post Box Book Service formerly of 67 W. 68th St. will be located at 25 W. 42nd Street, Room 619, after April 1st.

ST. LOUIS, MO.—The Foster Book and Cigar Co., a business that has been in existence since 1858, is now comfortably settled in its new modern six story building at 410 Washington Ave.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Abraham, George D.

First steps to climbing. 126p. il. D '25 N. Y., McBride \$1.50

Useful information for the beginner in mountaineering.

Advertising arts and crafts; national ed., v. 1. 414p. il. (pt. col.) D [c.'24] N. Y., Lee & Kirby, 28 W. 44th St. bds. \$1.50

A directory of advertising agencies, publishers, national advertisers, special exhibitors, and artists, except those in New York and Chicago.

Annett, F. A., and Roe, A. C.

Connecting and testing direct-current machines. 237p. il. O '25 N. Y., McGraw-Hill \$2.50

Badcock, F. J., D.D.

Reviews and studies, Biblical and doctrinal. 176p. O '25 N. Y., Longmans \$2.50

Many of these papers have appeared in English theological journals.

Bailey, Liberty Hyde, ed.

The cultivated evergreens [new ed.] 451p. il. O '25 c.'23 N. Y., Macmillan buck. \$5 bxd.

Beach, Harlan P., and Fahs, Charles H.

World missionary atlas. 251p. F '25 N. Y., Inst. of Soc. & Religious Research, 370-7th Ave. \$10

Contains a directory of missionary societies, classified summaries of statistics, map showing location of mission stations, and a descriptive account of the principal mission lands.

Bell, Archie

Mary of Magdala; her romantic story. various p. D [c.'25] Bost., L. C. Page \$2

Bergey, H.

The genealogy of the Bergey family. 1166p.

il. O '25 N. Y., Frederick H. Hitchcock, 105 W. 40th St. \$10

Berkman, Alexander

The "anti-climax." 29p. D '25 [N. Y., M. E. Fitzgerald, 45 Grove St.] pap. 25 c.

This was intended to be the last chapter of the author's book "The Bolshevik Myth," just published by Boni and Liveright.

Bigelow, John

The mystery of sleep: memorial ed., with introd. by Horatio W. Dresser and historical note by Henry Van Dyke. 249p. front. (por.) D [c.'24] Brooklyn, N. Y., New-Church Press, 108 Clark St. bds. \$1.50

Bird, J. Malcolm

"Margery," the medium. 529p. il. diags. D [c.'25] Bost., Small, Maynard \$4

The story of the investigation of a noted medium by the Scientific American Committee, which left its members divided as to the authenticity of the phenomena observed.

Blackledge, Katharine Treat

Dorothea and travels in Europe. 410p. il. D '24 Bost., Cornhill Pub. Co. \$2.50

Bostock, J. Knight

Albertanus Brixiensis in Germany; being an account of the middle high German translations from his didactic treatises. 124p. D '24 N. Y., Oxford \$1.70

Boyd, William

Surgical pathology. 837p. (bibls.) il. (pt. col.) O '25 Phil., W. B. Saunders \$10

Brimmer, Frank Everett

Camps, log cabins, lodges and clubhouses. 139p. il. obl. S. c. N. Y., Appleton \$2

Helpful plans and camp building instructions of service to the camp builder who wishes to do the work with his own hands as well as to the man or organization employing an architect.

Author's book (The); on the preparation of manuscripts, on the reading of proofs, and on dealing with publishers. 88p. front. O '25, c. '00-'25 N. Y., Macmillan pap. 50 c.

Ball, Gordon H.

Studies on Paramecium. various p. (bibls.) diags.

Q (Univ. of Cal. pubs. in zoology, v. 26, nos. 20, 21) '25 Berkeley Univ. of Cal. Press pap. \$1.35

Boy Scouts of America, Denver Council

A year of educational programs for the Boy Scout troops of Denver. 60p. (1p. bibl.) D '24 Denver. Author apply

Broughall, Helen K.

Barbara Winthrop at boarding school. various p. D '25 Bost., L. C. Page \$1.75

Brown, J. Macmillan

The riddle of the Pacific. 324p. il. map O '24 Bost., Small, Maynard \$6

Written on Easter Island, this book is an exhaustive study, from an anthropological and archaeological point of view, of that island and the surrounding islands of the Pacific.

Brown, Joseph Clifton, and Coffman, Lotus D.

The teaching of arithmetic; a manual for teachers; a textbook for teacher-training schools. 397p. (3p. bibl.) diagrs. D [c.'24] Chic., Row, Peterson & Co., 623 S. Wabash Ave. \$1.60

Bullett, Gerald William

Walt Whitman; a study and a selection; [lim. ed.] 166p. O '25 Phil., Lippincott bds. \$7.50

Burroughs, Edgar Rice

The land that time forgot. 422p. il. D (Popular copyrights) [c.'24] N. Y., Grosset 75 c.

Burton, Nathaniel Judson, D.D.

In pulpit and parish; ed. by Richard E. Burton. 376p. D '25 N. Y., Macmillan \$1.75

Most of these lectures on preaching were delivered at Yale in 1883-84; they are now reprinted with eight additional lectures.

Cameron, Charlotte

Mexico in revolution. 278p. il. O [c.'25] Phil., Lippincott \$5

An account of adventures and experiences in a land of revolution.

Carmack, Paul R.

The diary of Snubs, our dog. no p. O [c.'24] Chic., Belden Press, 2316 Lincoln Ave. \$1.50

A series of amusing drawings which ran in *The Christian Science Monitor*.

Carpenter, Rhys

The Greeks in Spain. 188p. (6p. bibl.) il. maps S (Bryn Mawr notes and monographs, VI) c. N. Y., Longmans \$2

The author is professor of classical archaeology in Bryn Mawr College.

Case, John Francis

Tom of Peace Valley; boy knight of agriculture. 232p. D [c.'25] Phil., Lippincott \$1.50

A boys' book of farming and football.

Cather, Willa Sibert

Youth and the bright Medusa. 303p. S (Borzoï pocket bks.) [c.'20] N. Y., Knopf \$1.25

Cheesman, Evelyn

Everyday doings of insects. 244p. il. diagrs. D '25 N. Y., McBride \$2.50

An attempt to answer the questions constantly asked by visitors to the Insect House of the London Zoological Society, where the author is Curator.

Chisholm, George Goudie, and Birrell, J. Hamilton

A smaller commercial geography; new ed. 316p. D '24 N. Y., Longmans \$1.65

Claire, Mabel

The busy woman's cook book, or Cooking by the clock. 103p. D c. N. Y., Greenberg fab. \$1.50

Menus and recipes for meals that can be prepared in from a quarter to half an hour.

Clark, Badger

Spike. 215p. il. D [c.'25] Bost., Badger \$2

A group of western stories all centering round "Spike," a philosophical sort of cowboy. All of them, with one exception, appeared first in *Sunset Magazine*; that one, "A Great Institution," is used thru the courtesy of the *Ladies' Home Journal*.

Clarke, Isabel Constance

The villa by the sea; a novel. 375p. D c. N. Y., Benziger Bros. \$2

The dominating figure of this romance is a childless woman with a passion for motherhood, who adopts a baby boy and poses as his mother.

Cochrane, Charles Henry

Punctuation and capitalization. 77p. S '24 c. N. Y., Oswald Pub. Co. \$1.10

A reference handbook for the use of printers, proof-readers, writers, typists, etc.

Cohen, Octavus Roy

Jim Hanvey, detective. 283p. D (Popular copyrights) [c.'22, '23] N. Y., Grosset 75 c.

Conway, Rev. Bertrand Louis

The virgin birth. 62p. (3p. bibl.) S [c.'24] N. Y., Paulist Press, 401 W. 59th St. 75 c.; pap., 5 c.

Craig, Edward Gordon

Woodcuts and some words; introd. by Campbell Dodgson. 142p. il. diagrs. O '25 Bost., Small, Maynard bds. \$3

A collection of sixty woodcuts with the artist's account of how he came to the craft.

Crosland, Jessie, tr.

The song of Roland. 157p. S (Medieval lib. v. 21) '24 N. Y., Oxford \$1.85

Crothers, Rachel

Mary the third; a comedy in prologue and three acts. 105p. D (Baker's royalty plays) '25, c. '24, '25 Bost., Walter H. Baker pap. 75 c.

Expressing Willie; a comedy in three acts. 79p. D (Baker's royalty plays) '25, c. '24, '25 Bost., Walter H. Baker pap. 75 c.

Burns, Vincent Godfrey

Fosdick and the fundamentalists; a review of the great American controversy in the Protestant church. no p. O [n. d.] N. Y., League for Public Discussion, 500 5th Ave. pap. apply

Business letters in Isaac Pitman shorthand, no. 5. 57p. S (New era ser.) [n. d.] N. Y., Pitman pap. apply

Clements, Frederic Edward and Goldsmith, Glenn W.

The phytometer method in ecology; the plant and community as instruments. 112p. (1p. bibl.) il.

diagrs. O (Pub'n. no. 356) '24 Wash., D. C., Carnegie Inst. of Wash. apply

Clements, Frederic Edward and Weaver, John E.

Experimental vegetation; the relation of climaxes to climates. 179p. (1p. bibl.) il., diagrs. O (Pub'n. no. 355) '24 Wash., D. C., Carnegie Inst. of Wash. apply

Cowan, Harold E. and Loker, Harold W.

Exercises in bookkeeping and business problems, pt. 2. 156p. O [c.'25] Bost., Ginn pap. 50 c.

Cummins, Maria Susanna

The lamplighter; new ed. 490p. front. D [c. '02] Bost., Houghton \$2

Curtis, Nathaniel Cortlandt

Elements of graphics, descriptive, geometry, shades and shadows, and perspective. 101p. diags. O '24 Cleveland, O., J. H. Jansen buck. \$2.50

Dearmer, Percy, D.D.

The church at prayer, and the world outside. 255p. D ("Living church" ser.) [n. d.] N. Y., Doran \$2

Dennis, Geoffrey

Harvest in Poland. 340p. D c. N. Y., Knopf \$2.50

A novel based on a curious psychic experience, by the author of "Mary Lee."

Descendants of Dr. James Hunter, The; who came to Canada in 1822 from Yorkshire, England. 100p. il. O '25 N. Y., Frederick H. Hitchcock, 105 W. 40th St. \$7

Dobson, Austin

Selected poems; rev. and enl. ed. 260p. front. T (World's classics, no. 249) '24 N. Y., Oxford 80 c.

Dumas, Alexandre

A life's ambition; being the adventures and tribulations of an actor; and, My Odyssey. 254p. D [n. d.] Phil., McKay \$2

The first translation into English of a novel and an autobiographical sketch.

Dunton, James G.

Wild asses. 341p. D [c. '25] Bost., Small, Maynard \$2

A novel of modern undergraduate life at Harvard.

Elie, Halévy

A history of the English people in 1815. 576p. O '24 N. Y., Harcourt \$6

Ewart, John S.

The roots and causes of the wars (1914-1918); 2 v. various p. (bibl. footnotes) maps O [c. '25] N. Y., Doran \$12.50 bxd.

A comprehensive analysis from original sources of the roots of the World War, by the author of "Canada and British Wars."

Ewing, Dorothy, ed.

Words to aid the puzzled. 287p. D [c. '25] N. Y., Holt \$2

A compilation of 26,000 words most frequently used in cross word puzzles, arranged in groups according to the number of letters in them and alphabetized according to definition.

Do Bell, Howard Adams

A reviewed book in intermediate algebra. 49p. S (Bardeen ser.) '24 Syracuse, N. Y., C. W. Bardeen Co. apply

A review book in plane geometry. 66p. diags. S (Bardeen ser.) '24 Syracuse, N. Y., C. W. Bardeen Co. apply

Doran, Marie

The honor pupil; a comedy in four acts. 92p. S (Internat'l. copyrighted ed.) c. '25 N. Y., S. French pap. 30 c.

Drummond, W. I., comp.

Directory of agricultural organizations and institutions, 1924. 47p. O '24 Kansas City, Mo., Internat'l. Farm Congress of Amer. pap. \$1

Erickson, Hans Thomas

The slide rule. 32p. diags. O '24 Milwaukee, Bruce Pub. Co. apply

Faber, Oscar

Simple examples of reinforced concrete design. 86p. diags. O (Oxford technical pubs.) '24 N. Y., Oxford \$1.70

Faure, Gabriel

The gardens of Rome; tr. by Franck Kemp. 290p. il. (col.) Q '24 N. Y., Brentano's \$10

Forman, Harry Willard

Rights of trains; 2nd ed. rev. 608p. il. (pt. col.) D (Railwaymen's handbk. ser.) [c. '25] N. Y., Simmons-Boardman \$3
Published in 1904 under the title: "Rights of Trains on Single Track."

Fowler, Alfred, ed.

The bookplate annual for 1925 [lim. ed.]. 53p. il. (pt. col.) F c. Kansas City, Mo., Editor, 816 Bd. of Trade Bldg. bds. \$5

Besides articles of special interest on book plates, this volume contains a portfolio of contemporary bookplates, a new exchange list of bookplate collectors and an illustrated account of the tenth annual exhibition of contemporary bookplates.

Fuess, Claude Moore

All for Andover; the school life of Steve Fisher and his friends. 368p. il. D [c. '25] Bost., Lothrop \$1.75

A story for boys; the author is a member of the faculty at Phillips Andover.

Gale, Zona

Mister Pitt. 224p. D c. N. Y., Appleton \$2
A play of everyday American life, by the author of "Miss Lulu Bett."

Garstin, Crosbie

High noon. 331p. D '25 c. '24, '25 N. Y., Stokes \$2

An adventurous tale of the eighteenth century, continuing the career of Ortho Penhale, hero of "The Owl's House," an earlier novel by the same author.

Goldenweiser, E. A.

Federal reserve system in operation. 349p. il. D '25 N. Y., McGraw-Hill \$3

Goodman, William McDonald

From down south [verse]. 46p. il. D [c. '24] Dalton, Ga., A. J. Showalter Co. fab. \$1

Hadow, Sir William Henry

Music. 256p. (2 p. bibl.) S (Home univ. lib.) [c. '25] N. Y., Holt \$1

Hall, Dorothy

Handicapped; being the life story of Frederick A. Bisbee. 232p. il. D '24 Bost., Universalist Pub. House \$2

"Eureka," or, what a master mason ought to know. 116p. S [c. '24] Kenmore, O., Peerless Co. pap. 65 c.

Farm loan banking; an analytical study of the securities of federal land banks, joint stock land banks and federal intermediate credit banks. 42p. diags. O '24 Bost., First Nat'l. Corp. apply

Fougeray, G. P.

A student's manual for the mastery of French pronunciation to accompany the Iroquois phonograph records, set 1. 57p. D '24 Syracuse, N. Y., Iroquois Pub. Co. apply

Fowler, Everett

The founding and early development of Kingston, N. Y. 47p. il. Q '24 Kingston, Freeman Pub. Co. apply

Harper, Charles George

Haunted houses. 288p. il. O [n.d.] Phil., Lippincott \$4.50

Tales of the supernatural, mainly associated with English country houses; with some account of hereditary curses and family legends.

Hawkes, Clarence

Wood and water friends; il. by Charles Copeland. 322p. D [c. '03-'25] Phil., Macrae Smith \$1.60

These nature stories originally appeared in three separate volumes: "The Little Foresters," "Stories of the Good Green Wood" and "The Little Water Folks," and were published by Crowell.

Heidenstam, Karl Gustaf Verner von

The tree of the Folkungs. 372p. O c. N. Y., Knopf \$3

The romantic saga of the tragic and masterful family of the Folkungs who controlled the destinies of Sweden for two or three generations.

Heilman, Eugene A., M.D.

How to live longer. 159p. D [c. '25] Phil., Heilman Pub. Co. \$1.50

Talks on the causes and prevention of heart disease, tuberculosis, Bright's disease, and cancer.

Hogg, James

The private memoirs and confessions of a justified sinner; with introd. by T. Earle Welby. 287p. D '25 N. Y., A. & C. Boni \$2

James Hogg who was born in 1770 and died in 1835 is known for the most part only vaguely. That he was the Ettrick Shepherd who wrote the poem "Kilmeny" and that the terrifying and extraordinary narrative here reprinted first appeared in an edition of 1824 is about all we know of him.

Howard, Rev. Henry

The peril of power, and other sermons. 258p. D [c. '25] N. Y., Doran \$2

Howard, Sidney

They knew what they wanted; a comedy in three acts. 197p. il. D (Theatre Guild lib.) c. Garden City, N. Y., Doubleday \$2

A play successfully produced by the Theatre Guild in New York, this season.

Huff, Bessie M.

How to publish a school paper. 334p. il., diags. D [c. '24] N. Y., Mentzer, Bush & Co. \$1.60

The author is director of journalism and head of the English department Muskogee Oklahoma.

Hull, James Howard

Trail and pack-horse. 228p. front. (col.)

D c. Garden City, N. Y., Doubleday \$1.75

Boys from ten to sixteen will enjoy reading about Tom Wellman who learned all the tricks of the trade of a forest ranger.

Hume, Fergus W.

The whispering lane. 305p. D [c. '25] Bost., Small, Maynard \$2

A sensational detective story by the author of "The Mystery of a Hansom Cab."

Jeans, Ronald

Vignettes from vaudeville, 64p. O (French's acting ed., no. 1287) c. '24 N. Y., S. French pap. 75c.

Johnson, Buford Jenette

Mental growth of children, in relation to rate of growth in bodily development. 179p. (1p. bibl.) il., diags. O [c. '25] N. Y., Dutton \$3.50

A report of the Bureau of Educational Experiments, New York City.

Kautsky, Karl Johann

Foundations of Christianity; a study in Christian origins. 480p. (bibl. footnotes) O c. N. Y., Internat'l. Publishers \$4

Translated from the thirteenth German edition.

Keeler, O. B.

The autobiography of an average golfer. 256p. D c. N. Y., Greenberg \$2

The author traces his golfing progress from the stage of utter dufferhood to his present point of efficiency.

Keith, M. C.

Beautiful homes; two hundred plans. 276p. O '25, c. '23 Milwaukee, Wis., C. N. Caspar bds. \$2

Kelly, Frederick James

The American arts college; a limited survey. 210p. D c. N. Y., Macmillan \$2

A survey made with the aid of a subvention from the Commonwealth Fund of New York.

Kennard, Coleridge

Level crossings. 270p. D '25 N. Y., A. & C. Boni \$2

Short stories and sketches of European life from various angles.

Kilduff, Frederic W.

Inventory practice and material control. 439p. O '25 N. Y., McGraw-Hill \$5

Hagholdt, Peter

How to study modern languages in college. 31p. S [c. '25] Chic., Univ. of Chic. Press pap. 25 c.

Hatfield, Montroville Lawson

How to stop stammering; a treatise on the science and art of correct speaking. 64p. il. D '24 Chic., Pr. Products Corp., 124 W. Polk apply

Haynes, Louise Marshall

Through the church door [verse]. 53p. il. O '24 Bost., Wright & Potter Pr. Co. apply

Hepner, Harry Walker

How to learn quickly. 30p. D '24 N. Y., Amer. Business Builders, 1133 B'way apply

Hulley, Lincoln

Dwellers beyond the Styx; or, tragedies of love [verse]. 47p. D '24 De Laud, Fla., E. O. Painter Pr. Co. apply

Illinois University, High School Visitor.

Guide to the organization of high school libraries. 42p. O '25 Urbana, Univ. of Ill. pap. gratis

International conference on health problems in tropical America. Proceedings of the. 1031p. il. (pt. col.) diags. O '24, c. '25 Bost., United Fruit Co. apply

Judson, Agnes

Borderland poems. 39p. S '24 N. Y., Little & Ives apply

Kellogg, Remington

A fossil physeteroid cetacean from Santa Barbara county, Cal. 8p. (bibl. footnotes) il. O (No. 2564, Proceedings of U. S. Nat'l. Mus.) '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Kelly, Rev. William R.

Our first communion. 64p. il. (pt. col.) S c. N. Y., Benziger Bros. pap. 25 c.

Kleiner, Mathilde

Zur Entwicklung der Futur-Umschreibung werden mit dem Infinitio. 109p. (6p. bibl.) O (Univ. of Cal. pub'ns. in modern philology, v. 12, no. 1) '25 Berkeley, Univ. of Cal. Press pap. \$1.25

Knibbs, Henry Herbert

Temescal. 369p. D c. Bost., Houghton \$2
A vivid and colorful picture of adventure in modern Mexico.

Lagerlöf, Selma Ottiliana Lovisa

The treasure; tr. by Arthur G. Chater. 158p. D '25 Garden City, N. Y., Doubleday \$2
A mysterious tale of the sixteenth century, when the supernatural was a part of daily life; its central figure is Elsalill, a little Swedish orphan.

Lamont, Daniel

The church and the creeds. 255p. D ("Living church" ser.) [n.d.] N. Y., Doran \$2

Langrana, Sorabji K., and Franscina

Therefore; an impression of Sorabji K. Langrana and his wife Franscina. 88p. il. map. O '24 N. Y., Oxford \$2.50

Larned, W. Livingston

Illustration in advertising. 319p. il. O '25 N. Y., McGraw-Hill \$4

Lay, Tracy Hollingsworth

The foreign service of the United States; foreword by Hon. Charles Evans Hughes. 454p. (bibl. footnotes) O c. N. Y., Prentice-Hall \$5

The author is consul general of the United States. Tho in no wise an official publication, the book gives a full description of the reorganized foreign service and suggests a number of constructive ideas for the further improvement of our foreign relations machinery.

Lee, Ivy Ledbetter

Publicity; some of the things it is and is not. 64p. D c. N. Y., Industries Pub. Co., 80 Lafayette St. bds. \$1
Addresses delivered by a well-known director of publicity.

Levitas, Arnold

Editorial English; lim. ed. 322p. il. O '25 Jersey City, N. J., Wm. A. Hildebrand, 21 Montgomery St. \$2.50
A book on typography, proof-reading, printing, etc., for editorial persons.

Liederman, Earle E.

Here's health. 185p. front. (por.) D [c. '24] N. Y., Author, 305 Broadway bds. \$1.75
Discussing the various "popular" diseases and disorders of the human body, giving the cause of these disturbances and simple suggestions as to their correction.

Long, John Andrew

Early settlements in America. 447p. il. (pt. col.) maps D (The growth of our nation)

Lawson, Andrew C.

The cypress plain. various p. (bibl. footnotes) diagr. Q (Univ. of Cal. pub'ns. in geol. sciences, v. 15, no. 6) '25 Berkeley, Univ. of Cal. Press pap. 25 c.

***MacNair, Mary Wilson, comp.**

A list of American doctoral dissertations printed in 1922. 238p. O '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 35 c.

A list of American doctoral dissertations printed in 1923. 209p. O '25 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 35 c.

[c. '25] Chic., Row, Peterson & Co., 623 S. Wabash Ave. \$1

A textbook for the child's first study of an organized historical movement presented as a series of problems.

Looms, George

The Caraways. 311p. D c. Garden City, N. Y., Doubleday \$2
A novel of a father and son, in two typical American towns.

Lowndes, Marie Adelaide Belloc [Mrs. Fred-eric Lowrey Archibald Lowndes]

The end of her honeymoon. 235p. D (Popular copyrights) [c. '13] N. Y., Grosset 75c.

Lubbock, Alfred Basil

The western ocean packets. 168p. il. O '25 Bost., Chas E. Lauriat \$3.50

McIntyre, John Thomas

A young man's fancy. 174p. D c. N. Y., Stokes \$1.50
Because it was spring, Pickering, while out for a walk, amazingly fell in love with a wax girl in a show window.

Machen, Arthur

Dr. Stiggins; his views and principles; a series of interviews. 202p. D '25, c. '24 N. Y., Knopf \$2.50

This latest addition to the Borzoi Uniform Edition of Mr. Machen's books has long been out of print.

The shining pyramid. 188p. D '25 N. Y., Knopf \$2.50

A collection of stories and essays.

Mahoney, E. J., D.D.

The jubilee year 1925; a short account of the meaning and history of the holy year and the conditions on which the great indulgence may be obtained. 48p. S '25 N. Y., Benziger Bros. pap. 25c.

Marshall, Edison

The sleeper of the moonlit ranges; a new novel. 311p. il. D c. N. Y., Cosmopolitan Bk. \$2

A story of two men whom fate brings together in the frozen northland, and whose destinies change places.

Martin, Asa Earl and Shenk, Hiram Herr

Pennsylvania history told by contemporaries. 642p. front. D c. N. Y., Macmillan \$2.40

Maupassant, Henri René Albert Guy de

The Horla, and other stories. 241p. D (Collected novels and stories of Guy de Maupassant) c. N. Y., Knopf \$2

McNelle, Herman Cyril

The ducking of Herbert Polton; and, Coincidence. 44p. D '24 N. Y., Doran apply

Meadows, Mrs. Ethel Babb

Embers of memory [versel. 50p. D '24 Paris, Mo., Monroe County Appeal apply

Miller, William J.

The geological history of New York state; rev. ed. of museum bull. 168. 148p. (8p. bibl.) il., maps, diagrs. O (N. Y. state mus. bull. no. 255) '24 Albany, Univ. of state of N. Y. pap. apply

Mitchell, Anna Virginia

Garden of dreams; a book of poems. 42p. il. S '24 Louisville, Ky., J. P. Morton & Co. apply

Metcalf, Margaret F.

Motivated primary activities for rural teachers; introd. by M. V. O'Shea. 143p. (bibl. footnotes) il. D [c. '25] Chic., Beckley-Cardy \$1.20

Michelet, Maren Bastine Hals

First year Norse; 6th rev. ed. 372p. D '24c Minneapolis, Lutheran Free Church Pub. Co., \$2

Montgelas, Count Max

The case for the central powers; an impeachment of the Versailles verdict; tr. by Constance Vesey. 255p. (bibl. footnotes) O '25 N. Y., Knopf \$3.50

First published in Germany in 1923, this book deals with the question of the responsibility for the World War, from the German point of view.

Morley, Christopher Darlington

Forty-four essays; introd. by Rollo La Verne Lyman. 279p. D [c. '25] N. Y., Harcourt \$1

A collection of essays selected for school use.

Niven, Frederick John

Treasure trail. 254p. D (Popular copyrights) [c. '23] N. Y., Grosset 75c.

Niver, Harmon Bay

Commercial geography visualized: grade 8 B, political and commercial. 466p. il., maps D [c. '24] N. Y., Mentzer, Bush & Co., 31 E. 10th St. \$1.00

Noke, Charles J. and Plant, Harold J.

Pottery. 147p. il. S (Common commodities & industries ser.) [n.d.] N. Y., Pitman \$1

Opdycke, John Baker [Oliver Opdycke, pseud.], ed.

The literature of letters. 504p. (18p. bibl.) front. S (Stratford classics) [c. '25] Chic., Lyons & Carnahan 96 c.

Famous literary letters as related to life, to the history of literature, and to the art of composition.

Outdoor sports the year 'round. 152p. il., diagrs. O (Popular mechanics handbks) ['24] Chic., Popular Mechanics Press \$1

Several hundred concise articles on how to make equipment for new and popular sports.

Palgrave's dictionary of political economy;

ed. Henry Higgs; v. 1, A-E. 941p. O '25 N. Y., Macmillan \$10

Parmenter, Christine Whiting

The Treasure at Shady Vale. 289p. front. (col.) D c. Garden City, N. Y., Doubleday \$1.75

A story for girls, telling of the summer that Peggy, Jerry, Lois and Mark spend alone in an old house in the Adirondacks.

Parsons, Hubert, pseud. [Sir Gerald du Maurier]

The dancers; il. with scenes from the play. 232p. D (Popular copyrights) [c. '23] N. Y., Grosset 75c.

Payne, Arthur F.

Organization of vocational guidance. 438p. O '25 N. Y., McGraw-Hill \$3.50

Pendleton, Charles S.

The social objectives of school English. 225p. (6p. bibl.) Q '24 Nashville, Tenn., Author, Geo. Peabody College for Teachers \$2.50

Pike, Albert

Irano-Aryan faith and doctrine as contained in the Zend-Avesta. 594p. il., map O '24 Wash., D. C., Supreme Council 330 \$10

Piozzi, Mrs. Hester Lynch Salisbury Thrale

Anecdotes of the late Samuel Johnson, L.L.D., during the last twenty years of his life; ed. by S. C. Roberts. 255p. (4p. bibl.) front. D '25 N. Y., Macmillan bds. \$3

These anecdotes were first published in 1786, and have not been reprinted separately since 1886; this edition includes an essay on the relations between Johnson and the Streatham household and a descriptive note on the author's writings.

Popenoe, Paul Bowman

Modern marriage; a handbook. 259p. D c. N. Y., Macmillan \$2.50

The problems of marriage treated in their biological aspects.

Porter, Gene Stratton [Mrs. Charles Darwin Porter]

Tales you won't believe. 336p. il. O '25c. '23-'25 Garden City, N. Y., Doubleday \$3

True and fascinating stories of birds, flowers and animals, taken from Gene Stratton Porter's field records.

Powel, Elizabeth

That new world, which is the old. 171p. D '24 Balt., Norman, Remington Co. \$1.50

Raine, William MacLeod

Ironheart. 216p. D (Popular copyrights) [c. '22, '23] N. Y., Grosset 75c.

Rees, Arthur John

Island of destiny. 368p. D (Popular copyrights) [c. '23] N. Y., Grosset 75c.

Reymont, Wladyslaw Stanislaw

The peasants; spring. 329p. D '25 N. Y., Knopf \$2.50

The third volume of the novel which won the Nobel prize.

Rhodes, Eugene Manlove

Bransford of Rainbow Range. 236p. front. D (Popular copyrights) [c. '13, '20] N. Y., Grosset 75c.

Originally published under the title of "Bransford in Arcadia, or, The Little Eohippus."

West is west. 393p. front. D (Popular copyrights) [c. '17] N. Y., Grosset 75c.

Ricciardi, Nicholas

The boy and his future. 136p. (1p. bibl.) D '25, c. '23, '25 N. Y., Appleton \$1.25

A guide for parents in preparing a boy for the time when he must launch out in life for himself.

Nutting, H. C.

The Latin conditional sentence. 201p. (bibl. footnotes) O (Univ. of Cal. pub'ns. in classical philology, v. 8 no. 1) '25 Berkeley, Univ. of Cal. Press pap. \$2

Pedler, Margaret

The better lover. 20p. D '24 N. Y., Doran apply

Picken, Mary Brooks

Thimblefuls of friendliness; one woman's everyday philosophy. 46p. front (por.) O '24 Scranton, Pa., Woman's Inst. of Domestic Arts & Sciences apply

Riley, Mrs. Alice Cushing Donaldson

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Roberts, Cecil Edric Mornington

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Rohan, Thomas

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Rolt-Wheeler, Francis William

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Roosevelt, Theodore and Lodge, Henry Cabot

Selections from the correspondence of Theodore Roosevelt and Henry Cabot Lodge, 1884-1918; 2 v., 552p.; 573p. fronts. (pors.) O c. N. Y., Scribner \$10

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Roper, Stephen

Roper's questions and answers for stationary and marine engineers and electricians; 7th ed., rewritten and enl. by Rufus T. Strohm and others. 360p. T [c. '97-'25] Phil., McKay fab. \$2

Salisbury, Ethel Imogene

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Schubert's songs, tr. by A. H. Fox Strangways and Stuart Wilson. 278p. D '24 N. Y., Oxford \$4.50

Scott, Sir Walter

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Old and Rare Books

Edited by Frederick M. Hopkins



PART VIII of the collection of the late William F. Gables of Altoona, Penn., quite like other parts that have gone before, consisting of first editions, inscribed volumes, manuscripts, autographs

of famous authors and statesmen, presidents, signers, and other celebrities, will be sold at the American Art Galleries April 16.

THE library of Dr. George C. F. Williams of Hartford, Conn., will be sold at the American Art Galleries April 17. It is rich in interesting first editions of the eighteenth and nineteenth centuries, with a few rarities of earlier periods. Among the authors well represented are Bryant, Cooper, Bret Harte, Hawthorne, Longfellow, Whittier, Lord Byron, Defoe, Dickens, Goldsmith, Thackeray and Scott.

THE catalog of first editions of Thomas Hardy, Rudyard Kipling and Robert Louis Stevenson, the property of George Barr McCutcheon, the novelist, to be sold at the American Art Galleries, April 20 and 21, is out and sustains all that has been said about these remarkable collections. Collectors and dealers interested in the first editions of these three authors cannot afford to miss this sale. It is sure to be a landmark in the bibliographical history of these authors.

THE recent centenary of Charles Lamb's retirement from the India House was celebrated in England. Tributes came from many who had derived inspiration from his prose, his tender verse, and his criticism of the Elizabethan dramatists. There was a dinner in the Inner Temple Hall, not far from Lamb's birthplace in Crown Office Row. Augustine Birrell "who has said that Elia's letters reveal all the heroism of the man and all the cunning of the author," was the toastmaster.

THE two parts of the Britwell Court Library sold at Sotheby's in London during the last month brought \$262,690, of which Dr. Rosenbach's purchases amounted to \$223,680, according to a cablegram printed in the *New York Times*. This means that he bought nearly 90 per-cent of the two sales, or practically everything worth while. In addition to his auction purchases, he has bought a number of private collections, among them the works of Robert Whittington, grammarian and ethnologist, and nearly 900 early children's books, including a set of Christmas carols dated 1780.

ONE of the most important publications of the Club of Odd Volumes to be issued this spring, is an account of William Blake's "Milton, A Poem," based on the only copy—one of four known—which contains the full number of plates. This copy which belongs to a member of the club, was unknown when Geoffrey Keynes prepared the "Bibliography of William Blake," published by the Grolier Club in 1921. The text describing Blake's method of work as well as the place of the "Milton" among his literary and artistic productions, has been written by S. Foster Dawson of Harvard University, author of "William Blake, His Philosophy and Symbols," published in London, 1924.

THE Cambridge University Press will publish at an early date a small volume entitled "Cambridge and Charles Lamb," which George Wherry has edited as a record of the Charles Lamb dinners held annually in Cambridge from 1909 to 1914. The volume comprises four papers: The first, by Mr. Wherry, contains an appreciation of the late Charles Sayle, the virtual founder of the dinners, and an account of the dinners themselves; the second is E. V. Lucas's account of Cambridge and Charles Lamb, read at the second dinner; the third is a reminiscence by Sir Edmund Gosse of the earliest Charles Lamb dinner, organized by Swinburne; the fourth is an account also by Mr. Wherry, of George Dyer and William Frend. Among the illustrations are portraits, hitherto unpublished, of Mary Lamb and George Dyer.

A COLLECTION of several hundred volumes consisting of various editions of the works of Montaigne and of books relating to him, was recently given to the Princeton University library by Mme. Le Brun, in the name of Pierre Le Brun, New York architect. All of the known editions of the great author's works published before his death in 1592, including the excessively rare Bordeaux edition of the essays of 1580, are represented in the collection. Professor Louis Cons of the university faculty in commenting on the gift says "the Princeton University library now possesses one of four or five leading collections of Montaigne in the world and one of the two

largest in the United States." That portion of the collection consisting of books and parts of books relating to Montaigne is one of the most complete in the world.

IN 1919-20, when the late Henry F. DePuy gave up his residence in New York, his famous collection of Americana was sold at the Anderson Galleries for \$160,265.85. Mr. DePuy retained his Andrew Jackson collection and the books from the libraries of the presidents, to which he constantly added. This collection was sold at the Anderson Galleries, March 31 and April 1, the 485 lots bringing \$7,544.50. Batty Langley's "New Principles of Gardening," London, 1778, from the library of Washington, with his signature on the title page, brought \$860. An author's presentation copy of Jefferson's "Manual of Parliamentary Practice," Washington, 1801, sold for \$105. Woodrow Wilson's "An Old Master and Other Political Essays," New York, 1893, with an inscription, fetched \$235. There were many more interesting items that brought good prices. Collectors interested in memorabilia relating to the presidents should have this catalog.

AN early day book, or record of supplies, kept by the quartermaster general, Col. Timothy Pickering, when stationed at Newburgh and New York City from April 1, 1784, to May 12, 1786, has come into the possession of the New York Public Library—a gift from E. O. Weeks of Tenaflly, N. J. The book is a treasure recovered, for every carefully written page had been pasted over with newspaper clippings some seventy-five years ago. In its service as a scrap book, the volume retained its identity only in the title on its cover, three written lines, which said: "Day Book—1 April, 1784-86. Q. M. G. Office." Mr. Weeks described the manner in which he rescued the old record, saying: "The book was set astride a slender rod and immersed in a tub of water, and after a few hours the scraps of paper fell to the bottom. Then the exposed writing, dried in the air and warm sun, came out as legibly as if recently written."

THE New York Historical Society is in the possession of the oldest scientific book in America, probably the oldest nucleus of scientific medical knowledge in the world. The document is known as the Edwin Smith Papyrus, an Egyptian medical treatise of the seventeenth century before Christ. It is being translated by Professor James E. Braested of the University of Chicago, noted Egyptologist, who is now in Egypt. Edwin Smith, whose name is associated with this ancient manuscript, was born in Bridgeport, Conn., April 27, 1822, the year in which Champollion deciphered Egyptian hieroglyphics. His early education was received at the University of New York. An interest in Egyptology took him to Europe, where he studied the subject in London and Paris. In 1858 he went to Luxor. In view of the limited knowledge of the Egyptian language at the time, Professor Braested writes, "it is extraordinary how much of the document Mr. Smith has understood." The gift of the papyrus to the New York Historical Society was made by Miss Leonora Smith, his daughter.

Auction Calendar

Friday evening, April 17th, at 8:30. Fine etchings and engravings by Benson, Haden, Lepere, Legros, Lee-Hankey, McVey, MacLaughlan, Whistler, Zorn, and others, including selections from the portfolio of George Matthew Adams. (Items 253.) American Art Association, Inc., 30 East 57th St., New York City.

Tuesday morning and afternoon, April 14th, at 10:30 and 2:30. Valuable books from the collection of Samuel N. Rhoads of Haddonfield, N. J., from the library of the late Dr. Joseph Leidy of Philadelphia and a direct consignment from London. (No. 1361; Part 3, Items 913.) Stan. V. Henkels & Son, 1304 Walnut St., Philadelphia, Pa.

Catalogs Received

Autograph letters, etc. of famous people. (No. 1950; Items 105.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

Autographs and documents including a number of documents and letters of the French Revolution. (No. 901; Items 824.) James Tregaskis, 66, Great Russell St., London, W. C. 1, England.

Books and serials on insects. (No. 20.) John D. Sherman, Jr., 132 Primrose Avenue, Mount Vernon, N. Y.

Books on a variety of subjects, but chiefly English literature; pirates and piracy, ships and shipping; with important autograph letters of Lord Byron and Samuel Richardson. (No. 9; Items 520.) Edgar H. Wells & Co., 412 East 47th St., New York City.

First editions, association copies and other important books. (No. 107; Items 305.) Walter M. Hill, 22 East Washington St., Chicago, Ill.

Issued Every Saturday

The Publishers' Weekly

62 West 45th St., New York

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

CHICAGO DEALER MISSING

MAIL is being returned marked "Moved and Left No Address" from Maurice & Son, 1540 American Bond & Mortgage Building, 127 N. Dearborn St., Chicago. Last July the *Publishers' Weekly* received an order for a subscription for the Britamer Press of Chicago, later the address was changed to M. E. Balk & Co. and still later to Maurice & Son as above. Within a week four booksellers have complained that they have sent checks to Maurice & Son for books quoted from "Books Wanted" columns. Payment has been asked in advance of shipping and the checks have been cashed tho no goods received. The office of *Publishers' Weekly* will appreciate any information about this firm. The Post Office is investigating.

BOOKS WANTED

A. A. A., 102 Cambridge Place, Brooklyn, N. Y.
 Mathew Carey's Edition of Guthrie's Geography improved, Philadelphia with General Atlas, will also buy Atlas singly.

William Abbatt, Tarrytown, N. Y.
 Business Cycles, Mitchell, 1893.

Adairs Bookstores, 1715 Champa, Denver, Colo.
 Trine, In Tune with the Infinite.
 Rider Haggard, King Solomon's Mines and Allen Quartenmain.
 R. N. Stephens, An Enemy to the King.

Aladdin Bk. & Brass Shop, 205 Trumbull St.,
 Hartford, Conn.

Review Copies Latest Fiction.

Albany Public Library, Albany, N. Y.

Shorthouse, Sir Percival, Macm.
 Gissing, Charles Dickens, Dodd.

Alcove Bk. Shop, 936 Broadway, San Diego, Cal.
 Beckford, Wm., Italy, Memoirs, etc.
 Siebert, Gossamer Thread.

America-South-Of-Us, 44 West 47th St., New York
 Barker's Chileans of Today.

Amer. Bap. Publ. Soc., 1107 McGee St., Kansas City
 A Set Paraphrased Commentary on the Old Testament only, by Phillip Doddridge.

Sayings of Jesus, Robertson.
 Schaff's History of the Christian Church, compl. set.
 Bible History and Geography, Kent.
 Living Messages of the Books of the Bible, 2 vols.,
 G. Campbell Morgan.

Maclear's New Testament History, unabridged.
 Faiths of Mankind, Soper.
 Sermons by John McNeil, Rev., compl. in 3 vols.

American Lib. Service, 500 Fifth Ave., New York
 Chaplin, Black and White, copies.
 H. A. Ford, Miss, Black and White.
 Libbey, Laura J., When Love Grows Cold.
 Valentine's Manual, 1844-1845.
 South Sea Islands, Polynesia, etc., all books, pamphlets, etc. on., send lists.
 Send for our Bulletin 43 Books Wanted.

Argus Bk. Shop, 434 S. Wabash Ave., Chicago
 The Grim Thirteen.
 Algeria and Tunis, F. E. Nesbit.
 Pistols for Two, Owen Hatteras.
 Hesperides by Herrick, 1st ed.
 Alice in Wonderland, 1st ed.
 Alken, Nimrod, 1st ed.

Aries Bk. Shop, 116 Delaware Ave., Buffalo
 E. Markham Lee, On Listening to Music, E. P. Dutton.

A. S. Arnold, Metuchen, N. J.
 Books on Ancient Egypt, Hieroglyphs, Arts, etc.

BOOKS WANTED—Continued

Babson Statistical Organization, Wellesley Hills, Mass.

The Living Word; or, Bible Truths and Lessons for the Family, the School and the Church. Copyrighted by James C. Parsons. Ginn & Company, 1872.

Richard G. Badger, 100 Charles St., Boston
Poet Lore, vols. 3, 4, 5, 8 (Cash).

Wm. Ballantyne & Sons, 1409 F St. N. W., Washington, D. C.

Cobbs, Kentucky, America Guyed series, 2 copies.
Williamson, The Lightning Conductor.
N. M. Ludlow, Dramatic Life As I Found It.
Sol Smith, Theatrical Management in South and West for Thirty Years.
M. B. Leavitt, Fifty Years in Theatrical Management.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Old Fashioned Chap Books, Scribner, 1900.
Tissot, Life of Christ.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Schofield's General Telegraph A B C 5th Improved.
Peterson, Banking, Sampler's Code.
Western Union, Lieber 5-Letter Codes.
Any American-Foreign Language Code.

Benziger Bros., 36 Barclay St., New York
Ward, Searchlights of Eternity.
Birthday Book of the Madonna.
Birthday Book of the Sacred Heart.

Arthur F. Bird, 22 Bedford St., Strand, London, W.C.2.

Patten, Essays in Politics.

W. P. Blessing Co., 208 S. Wabash Ave., Chicago
The Corner Stall, J. M. Wright.

Bd. of Christian Educ. of the Presby. Church, 278 Post St., San Francisco
Voice in Night and Other Stories, Hall.

The Book Corner, Madison, Wis.
Caffin, Art for Life's Sake, Prang, 1913.
Kinzie, Wan Bun.
Garrison, The Earth Cry.

Book Service, 337 East 10th St., New York
We Are French or The Bugler of Algiers.

The Bk. Shelf, 15 Garfield Pl., Cincinnati, O.
Country Lanes and City Pavements, pub. in early 90's.
Lure of the Ward.
Tell England, E. Raymond, State publisher.
House of Cobwebs, G. Gissing, State publisher.

Book Shop, 216 Cherry St., Jamestown, N. Y.
Andrews, U. S. In Our Times, Scribner.
Gompers, American Labor and the War, Doran.
Mitchell, Organized Labor, Am. Bk. & Bible House.
Washington, Story of the Negro.

The Book Shop, Davenport Hotel, Spokane, Wash.
Parton, Life of Andrew Jackson.

The Booke Shop, 4 Market Sq., Providence, R. I.
Julie P. Smith, Chris and Otto; Widow Goldsmith's Daughter.
Pamela.

The Bookery, 1522 Welton St., Denver, Colo.
Tertium Organum, Ouspensky.

Ernst Z. Bower, Olney, Ill.
Ed. Geer's Experiences with the Trotters and Pacers.
Em Pierce's Poems of the Turf.
Wallace's Year Book, vol. 1.
Roberge's The Foot of the Horse.

Brandt & Brandt, 101 Park Ave., New York
White Man's Burden, W. E. Riley.

Brentano's, 218 S. Wabash Ave., Chicago, Ill.

Put each quotation on separate card.
New Movements in the Theatre, Cheney.
Art of Theatrical Makeup, Morton.
Mexico, Ward, 2 vols.
Great Law, Williamson.
The Story of Cole Younger, by Himself.
Tom Horn, by Himself.
Differential Calculus, Echols.
Carhart Genealogy, pub. Barnes.
Life George Eliot, Cross, 3 vol. ed., 1895.
Camp in Foot Hills, Castleman.
Two Ways Becoming Hunter, Castleman.
Lincoln's First Love, Wright.
In the Path of the King, Buchan.
The Money Makers, Keenan.
Mosses and Ferns, Campbell.
British Fresh Water Algae, West.
Bright Shawl Low No. Auto Ed., Hergesheimer.
Story of Margaret Kent, Kirk.
Intuition, Walter Weston.

Brentano's, F and Twelfth Sts., Washington, D. C.

American Churches, vol. 2, Architectural Press.
Strozygowski, Orogin of Christian Church Art.
Morgan, Digest Shakespeariana.
McIlvane, One Thousand American Fungi.
Grant, Sun Maid.
Tormay, Outlaws Diary, vol. 1.
Parkman, LaSalle & Dis. of Great West, New Lib. ed.
Parkman, Conspiracy of Pontiac, new lib. ed.
Heroine of the Revolution.
Coventry Patmore's Poems.
Patmore, Unknown Eros.
Wilstach, Potomac Landings.
Smith, First Forty Years of Wash. Society.
W. H. Gibson, Our Native Orchids.
Niles, Bog Trotting for Orchids.
Young, Chess Generalship.
Hunter, Stiegel Glass.

Brick Row Bk. Shop, 19 E. 47th St., New York

Carling, J. R., Viking's Skull, any ed.
Carman, Bliss, Low Tide on Grand Pre; By Aurelian Wall; Lyrics from Old Play; Memorabilia; Songs of Sea Children, 1sts.
Inchbold, Lisbon & Contra., any ed.
Letts, W., Spires of Oxford, any ed.
Shakespeare, Tudor ed., black lea., any vols.
Wendell, B., Cotton Mather, any ed.

Brick Row Bk. Shop., 68½ Nassau St., Princeton, N. J.

Kennedy, Constant Nymph, 1st English ed.
Bernstein, Evolutionary Socialism.
Spargo, Karl Marx, His Life and Work.
Walling, etc., Socialism of Today.
Russell, Bolshevik Theory, not Bolshevism Theory and Practice.
Milne, When We Were Very Young, 1st Eng. ed.
Huxley, Burning Wheel, 1st ed.
Georgian Poetry, 1911-12, 1st ed.
Life and Works of St. Bernard, ed. Dom. J.
Mabillon, O. S. B., trans. S. J. Eales, any ed.
Andrieff, Satan's Diary.

Bridgman & Lyman, 108 Main St., Northampton, Mass.

Just Steward, David Dehan.
Jesus, Gilbert.

Morris H. Briggs, 5113 Kimbark Ave., Chicago
California, any books, pamphlets, broadsides, newspapers, magazines or letters concerning; especially wanted; overland mail or express companies; railroads; land claims; songsters; early statutes, senate journals, etc.; court decisions; governor's messages, papers; early steamers; guide books; early gold mines & gold rush; missions; state, county & town histories & atlases; pioneers; Sutter; early menus & programs; prints, views or lithographs; pony express; overland journeys; quote anything of California interest.
Texas, Arizona, Oregon, Washington, New Mexico, Utah, Idaho, Wyoming, quote similar items on these or any other far Western states.
Gissing, George, 1st eds. and A. L. S.
Lamon, Life of Lincoln.
Herndon & Weik, Life of Lincoln.

BOOKS WANTED—Continued

M. H. Briggs—Continued

Whitney, Life on the Circuit with Lincoln.
Fish, Lincoln Bibliography; other bibliographies.
London, Jack, 1st eds. before 1905.
Lowell, Amy, any 1sts or letters.
Masters, E. L., Spoon River Anthology.
McFee, Wm., any 1st eds.
Melville, Herman, any books by.
Millay, Edna, Renaissance & other 1sts.
Mencken, H. L., Ventures into Verse; George Bernard Shaw; Nietzsche; The Artist and other 1sts.
Morley, Christopher, any 1sts.
Nathan, Geo., Jean, any 1sts.
Norris, Frank, any 1sts before 1900.
O'Neill, Eugene, any 1sts or letters.
O. Henry, any 1sts before 1908.
Conrad, Children of the Sea; Typhoon.
First American eds., especially paper bound of Dickens, Thackeray, Kipling, Stevenson, Conrad.
Albert Britnell, 815 Yonge St., Toronto, Ont., Can.
Artistic Anatomy of Animals, Ernest Seton Thompson.

Bullock's, Los Angeles

Beneficial & Injurious Insects, Esseg.

Burnham Antique Book Store, Boston, Mass.

Lehman's Physiological Chemistry, 2 vols., Phila, 1855.

Campion & Co., 126 S. 16th St., Philadelphia

Anderson, Horses & Riding.
Apperley, Condition of Hunters.
Spanish Interiors & Decoration, Byne.
Before the Gringo Came; The Californian, Gertrude Atherton.
Paris of the Novelists, Arthur B. Maurice.
Saint Patrick's Hymnals.
Sorrows of Werther, Goethe.
Graziella, Lamartine.
African Nature Notes & Reminiscences, F. C. Selous.
Sport on the Nilgiris and in Wynoad, F. W. F. Fletcher.
Pericles and Aspasia, good ed.
Philip II; Mary Queen of Scots, Hume.
Life of Douglas Houghton.

Hoyt Case, 21 E. 61st St., New York

Wanted at all times, but only in fine condition, first editions of the following: Beerbohm, Zuleika Dobson, Works, More, Yet Again. Cabell, Eagle's Shadow, Rivet in Grandfather's Neck. Conrad, Children of the Sea, American Typhoon, Galworthy, Al Sinjohn items. Hawthorn, The Scarlet Letter, Poe, All items. Stephens, Insurrections, The Crock of Gold. Twain, What is Man; The Jumping Frog. Wharton, Ethan Frome.

Case Library, 5005 Euclid Ave., Cleveland, Ohio

American Catalog of Books, Series 7 & 8, 1905-10.

C. N. Caspar Co., 454 E. Water Street, Milwaukee

John Bright's Speeches.
Ross, Thou Shalt Not.
Shackleton, Charm of the Antique.
Hory, Life of Francis Marion.
Holand, National Law & Legal Practice.
Kipling, Jungle Book, Outward Bound ed.
Album Weeds.
Ellis, History of New Bedford.
Verfasser, The Half Tone Process.
Horgan, Half Tone Processes.
Henry, Early Hist. of Greater Northwest.
Chittenden, Am. Fur Trade in the Far West.
Thompson, Narrative of His Explorations in West.
Carrier, Fan Engineering.

Celebrated Authors Society, 723 7th Ave., New York
Laura Jean Libbey and Maurice LeBlanc Stories.

Chamberlin & Shropshire, 39 Cannon, Bridgeport, Ct.
Botany Books, set, edited by Britton & Brown.

H. E. Chandler & Co., 630 Davis St., Evanston, Ill.
Heath's Practical Anatomy Manual of Dissection.

City Hall Bk. Shop., 16 N. 12th Blvd., St. Louis
J'Accuse, Zola, in English.
Calculus of Variations, Lewis B. Carll.
Used books on Freemasonry, prices reasonable.

Colonial Society, Box 343, Richmond, Va.

[Cash]

Burr Trial, 2 vol. set or odd vols.
Campbell, Chancellors and Chief Justices.

Columbia University, Library, New York

U. S. National War Labor Board, Memorandum on the Minimum Wage and Increased Cost of Living, July 12, 1918.

L. M. Cornwall, 127 Penn. Ave., N. W., Wash., D. C.

Beckworth Memoirs.
Upham, Notes on Voyage, etc., Calif.
Crawford, Thinking Black.
Browne, Whaling Cruise.
Grainger, Woodsmen of the West.
Dodge, Life of Jas. Bridger, 1905.
Thwing, Hist. Higher Educ. in U. S.
The Indian and His Blankets.
Pepper, Everyday Life in Wash., D. C.
MacLay, Journal of Debates.
Wilstach, Potomac Landings.
Poore, Trial of the Conspirators.

Dauber & Pine, 83 4th Ave., New York

Irving, C., Catechism of Practical Chemistry.
Letters of Euler, 2 vols.
Wiggins, Richard, New York Expositor.
Griscom, John, Monitorial Instruction; Memoir of John Griscom; A Year in Europe.
W. Basil Worsfoed, Principles of Criticism; Judgment in Literature.
Joseph McCabe, Evolution of Civilization.
Muirhead, The Service of the State.
Watson, Aristotle's Criticisms of Plato.
English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classes. Prompt cash for all items ordered.

Davis' Bookstore, 49 Vesey St., New York

Private Correspondence of Daniel Webster, Boston, 1857.
Letters and Times of the Tylers, 2 vols., Richmond, 1884.

Denholm & McKay Co., Worcester, Mass.

Old Curiosity Shop; Christmas Stories, Dickens, Authentic ed., green cloth.

Dennen's Bk. Shop, 37 E. Grand River Ave., Detroit
Whitlock, Turn of the Balance.

Detroit Book Shop, 10827 E. Jefferson, Detroit

The Reckoning, Robt. Chambers.
Pamela, old English ed.
John Hays' Poems.
Shelley's Poems, cheap ed.

Detroit, Mich., Public Library

Rule, History of the Inquisition, 2 vols.
Century Cyclopaedia of Names.
Chambers, Maid of Paradise.
Cooley, Michigan, rev. ed.
Crawford, Thinking Black.
Daniels, America via the Neighborhood.
Dunbar, Poems of Cabin and Field.
Fields, Yesterdays with Authors.
Hillquit, Socialism Summed Up.
Howard, Best American Orations.
Joyce, Central America & Indian Archaeology.
Smiles, Self-Help.
Woodberry, Life of Edgar Allan Poe.

DeWolfe & Fiske Co., 2 Park St., Boston

Mary Woolstonecraft Shelley, by Helen Moore.

Dixie Bus. Bk. Shop, 140 Greenwich St., New York

Eugene Daire, Oeuvres Economiques de Turgot, 2 vols., 1844.
M. de Sismondi, Political Economy of Government, trans. Mignet, 1847.
David Kinley, Independent Treasury, N. Y., 1893.
Blunden, G. H., Local Taxation & Finance, London, 1895.

BOOKS WANTED—Continued

Dixie Bus. Bk. Shop—Continued

Rae, John, Life of Adam Smith, Macmillan.
 Vignes, E., Traite des Impots en France, 4th ed. by Vergnia, Paris, 1880, 2 vols.
 Cohn, Gustav, Science of Finance, trans. by Veblen, Chicago, 1876.
 Longe, F. D., Refutation of Wages-Fund Theory, ed. by Hollander.
 Malthus, T. R., An Inquiry of Nature & Progress of Rent, ed. by Hollander.
 Ricardo, David, Three Letters on Price of Gold, ed. by Hollander.
 Chapters of Eric, Adams.

Doubleday, Page Bk. Shop, 38 Wall St., New York
 Skippy from Life.

A. Austin Dunham, 143 E. 39th St., New York
 Any Atlases or books of maps, pub. before 1848.
 Any books containing hand colored plates of flowers or birds, before 1865.
 Books containing colored ship prints.

Duquesne, Pa., Carnegie Free Library

Quemmel, History of Everyday Things in England.

E. P. Dutton & Co., 681 5th Ave., New York

Allen, Bride of Mistletoe.
 Arcturus, Journal of Books and Opinions, 3 vols., 1840-1842.
 Bearn, Queen of Napoleons Court.
 Burns, The Christ Face in Art.
 Bragg, The Bible and the Spade.
 Brady, Pictorial Photographic History of the Civil War, 10 vols., cloth.
 Bourienne, Memoirs of Napoleon.
 Beaux and Belles of the Sixties.
 Clark, Small Helps for Today.
 Congreve, Way of the World.
 Chittenden, American Fur Trade of the Far West.
 Case, House on the Hudson.
 Cox, Old Masters Old and New.
 Furlong, Rivers of Life.
 Forman, Ideal Italian Tour.
 Gardiner, Prophets, Priests and Kings.
 Irwin, Letters of a Japanese School Boy.
 Jepson, The Garden of 10.
 Lives of Twelve Bad Women.
 Lowell, Keats, 1st ed.
 Millay, Second April.
 Norton, Letters from R. W. Emerson to a Friend.
 Overton, Answerer.
 Pinkerton, Molly Maquire & the Detectives, 1873-76.
 Pascal, Letters and Opuscles in England.
 Pope, A Journey to Mars.
 Routhead, Twelve Scots Trials; Riddle of the Ruthuens.
 Robins, Twelve Great Actresses, Twelve Great Actors.
 Ricci, Baroque Architecture.
 Shiva, Sanhita.
 Squier, Travel and Explorations in Land of Incas.
 Sitwell, Southern Baroque Art.
 Sinclair, May, The Divine Fire, 1st ed.
 Thompson, Narrative of His Exploration in Western America, from 1784-1817, ed. by Tyrell.
 Von Echartshausen, Cloud on the Sanctuary.
 Wescott, An Introduction to the Kabalah.
 World's Great Classics, any vols.
 Warren, Ten Thousand a Year.

Eastern Book Co., 235 W. 23rd St., New York
 Scotts Last Voyage, original ed.

Edward Eberstadt, 25 W. 42nd St., New York
 California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Eerdmans Pub. Co., 208 Pearl, Grand Rapids, Mich.
 The Dominie of Harlem, Arnold Mulder.
 Lange's Commentary, complete set.

E. Farnsworth's Bk. Shop, Colorado Springs, Col.
 Hichens, Robert, The Green Carnation.

Philotheos K. Ferney, Fort Worth, Texas

Encyclopedia Americana, latest ed., 30 vols., full black leather.

Gustav Fock, G. m. b. H., Leipzig, Germany

Howard, Dyar, Knab, Mosquitoes.
 Linton, Cespodes, Elasmobranches, Otobothrium, vol. 26.
 Merriman, N. A. Fauna, 1st ed.
 Osborn, From the Greeks to Darwin.
 Pierce, Manuel of the Dangerous Insects.
 Pilsbry, Conchology.
 Planck, Theory of Heat Radiation.
 Journal of Amer. Museum of Nat. Hist., vol. 1 to 21.
 Overstone, Tracks and Public.
 Journal of Philosophy, Psychol., vols. 1 to 5, 11.
 Journal of Abnormal Psychology, set or single vols.
 Psychoanalytic Review, set or single vols.
 Psycholog. Review, Monograph Supp., 1 to 31.
 Journal of Applied Psychology, set
 Foundry Gelt, sets.
 Journal of Exper. Medicine, vols. 15, 16, 17, 18, 19.
 Studies from the Rockefeller Institute, vols. 1, 2, 13.
 General Electric Review, 1903 to 1924.
 Marvin, Legal Bibliography.
 Genetica, vol. 1.
 Contrib. of Mt. Wilson Observ. 25, 27.
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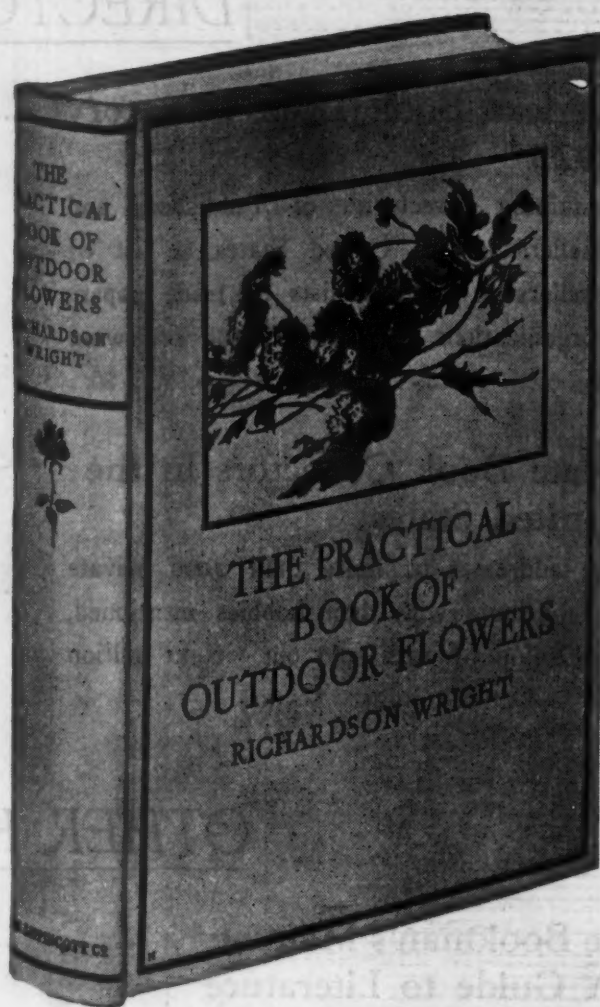
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